

Mr. Hubbard

The NATIONAL WOOL GROWER



Volume XXVIII Number 11

November, 1938

Packers Push Lamb Sales



The National Convention
At San Angelo, Texas,
January 24-26, 1939



A Government View of
The Sheep Outlook

Where are

LIVESTOCK PRICES

Made?

Values are established at centralized public markets where the forces of supply and demand are continually at work.

There never will be a reliable substitute for this system of marketing. Producers in other countries who do not have this method are envious of us.

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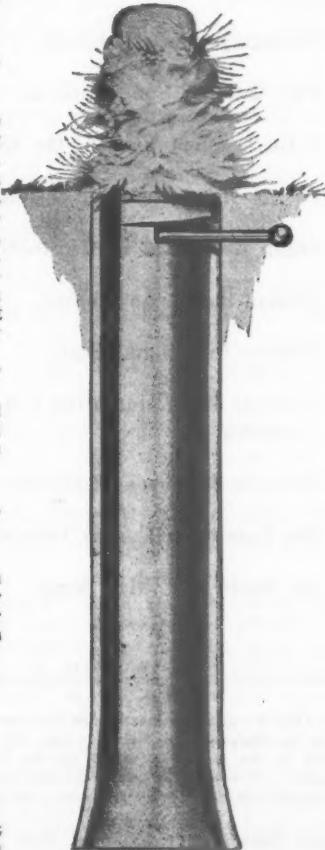
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Humane Fur Getter—Baited—Actual Size

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EDITORIAL COMMENT

On Sheep and Wool Affairs

Recovery in Wool-Lamb Prices

THE wool and lamb markets took on a different and much appreciated aspect in October. There was nothing sensational in the upturn of prices, but active business even on moderate advances is most healthful as well as necessary in building up to a remunerative level. The sky is not all clear yet but some of the clouds have been moving.

The peculiar peculiarities of the 1938 lamb business are entertainingly recounted in this issue by Mr. Poole in his interpretation of the October lamb business. The feeder lamb demand and the inability of feeders to get their supplies of lambs at the prices felt to be necessary, which he reports, is just another one of those unexpected and unpredictable happenings.

No official figures are yet to be had on the number of lambs to be put on feed this fall but there is every reason to believe that the winter runs of fed stock will be smaller than last winter. This, along with the higher pelt credits, promises to allow feeders to recover some of last year's losses.

But what took place in last month's markets gives a basis for the wool grower's perennial optimism for "next year."

The Government Wool Loans

UPON the request of the National Wool Growers Association and other interests, the Commodity Credit Corporation at Washington, D. C., has announced an extension of two months in the period in which wool growers can secure these C.C.C. loans.

Previously, October 31 was to have been the last day on which applications for these loans would have been received. Now they can be filed as late as December 31. In writing to advise the Association of this extension of time, the Vice President of the Commodity Credit Corporation said:

In view of the prevailing market levels, our committee did not feel that any extension of the time for appraising and pledging wool was necessary, except to prevent an adverse effect on prices by reason of the termination of the loan. We are hopeful that wool will be sold in an orderly manner so long as satisfactory prices obtain, and that you will cooperate to that end.

In requesting the time extension, the Association recognized that the market was considerably higher than loan levels but was fearful that the terms of the British Trade Agreement, when announced, might cause uneasiness to manufacturers and take them out of the market, at least temporarily. In such event prices might ease off and it

would be a benefit to all wool interests to have the loans available through such a period to continue the floor in the market which they have maintained since March 12.

On October 31 loans had been completed on 70,765,469 pounds of wool at an average of 18.12 cents. About 100 million pounds had been appraised. The balance, or other clips, probably will not call for loans if the market stays steady or goes higher between now and December 31.

Last spring some thoughtful wool growers expressed the fear that the top of the market would be pegged at the loan values. Definitely this has not occurred. In July and October going prices in the western states and Texas were considerably higher than the loan figures. It is possible and not altogether unlikely, that Boston will advance still more before 1938 wools are all sold.

It is shown in the market report furnished for this issue by the National Wool Marketing Corporation that the supply situation in November is more favorable to sellers than had been expected. Stocks in dealers' hands are generally light. Much of the wool bought by dealers last spring was taken on mill orders or quickly sold. The buying activities of the mills when the goods business came to life suggested no heavy mill stocks. Wool manufacturing seems to be working toward normal and with the support of twelve months' light consumer purchasing which means an accumulation of requirements in homes and stores.

Now if the manufacturers do not get too harsh a deal through large cloth imports under the British Trade Agreement, there can be a decent business on the 1939 clip.

A Greater Lamb Demand

IT is now eight years since organized lamb raisers and feeders started to do something to bring about a broader demand for lamb that would improve and steady prices for live lambs.

The present situation and the difficulties to be overcome need not be extensively recounted. Large cities on the Atlantic and Pacific coasts are good consumers of lamb. For the most part, the interior towns and cities and those in the South use lamb very sparingly. It was shown last year, through the study made by the meat packers' institute, that the states of New York, New Jersey and Pennsylvania consume almost half of the lamb meat produced. These states have 21 per cent of the country's population. As pointed out in this issue by Mr. E. A. Cudahy, Jr., the large foreign populations of the large cities in these states

furnish a market for forequarters. The hindquarters and rib chops are always readily salable and can be distributed at more reasonable prices when they do not have to carry the burden of difficulty or loss in disposing of the rest of the carcass.

But there are large cities in the Middle West and the South with substantial populations of foreign extraction that use little lamb. With a national average lamb consumption of 6.6 pounds in 1936, Cincinnati, Ohio, consumed 1.7 pounds; St. Louis, 2.3 pounds; Omaha, 1 pound; New Orleans, 1.7 pounds; Dallas, 1.4 pounds; and San Antonio, .8 pound. The job is to get lamb into use in such cities.

Early Work in Lamb Promotion

In 1931 the National Wool Growers Association put on a one-week test campaign in Omaha. The same thing was done in Kansas City in 1930. Packers reported very gratifying step-ups in sales. But one week is too short a time to effect a permanent change in the meat trade of any city. Before the growers' organization could finance further efforts, they were fighting for their financial lives and were keeping their associations on a skeleton basis.

Subsequently, a number of short and nation-wide campaigns have been put on by the National Live Stock and Meat Board with the aid of funds from the Colorado-Nebraska Lamb Feeders Association. Early in 1937 there was the National Lamb Sales Week supported and participated in by the Meat Board, packers, feeders, raisers and notably by chain store organizations and independent retailers. Then in September and October, 1937, at the request of the National Wool Growers Association, the same interests put on a larger campaign known as National Lamb Event. All of these undertakings have done much good.

Meantime lamb production increases. The 1938 crop was the largest on record, and 5 per cent over the 1937 lamb crop. With heavy increases in summer slaughter, aggravated by low pelt and wool prices, the live prices have sagged until lighter receipts and stronger demand for feeders brought higher prices in October.

This issue contains a report of the special efforts made by Swift and Company this year to increase sales of lamb in low-consuming territory. Also, there are letters from three other large packers who appreciate the situation, but apparently are not doing so much as the Swift people to solve this lamb distribution problem.

After the national campaign in the fall of 1937, some of the closer students of the situation suggested that country-wide or general sales campaigns were not after all the most effective means of enlisting new retailers to sell, and new customers to consume, lamb. It was suggested that more real progress might be made through longer campaigns carried on in one or a few states particularly low in lamb consumption.

Texas is taking the lead along that line. The feeders and raisers of that state have for several weeks been giving

a lot of study to the most economical and effective way of getting Texans to eat more of their own lambs. With 5 per cent of the United States population in Texas, the state consumes only 1 per cent of the lamb supply. It raises 14 per cent of the annual crop.

No doubt some valuable results will be achieved in Texas this winter. The movement is on foot to arrange for state winter campaigns in a number of the larger feeding states also. Such efforts will be more than worth-while even though lamb markets should recover materially during this winter. There is always need for getting a larger proportion of lamb into what are now low-consuming areas and thus relieving the bottle-neck conditions at the New York market. The supplies and conditions at that market very largely determine the selling price of both carcass and live lambs at all other points in the country.

Cooperative Efforts

The recent years have shown that cooperation of all affected interests is obtainable. Swift and other packers are ready to work energetically through their sales forces, and in the distribution of literature, while also insuring availability of needed supplies at the right time. The National Live Stock and Meat Board has a large supply of high-class literature on lamb and an excellent corps of experts to demonstrate proper methods of cutting carcasses at retailer meetings, or to conduct lamb cooking schools for the housewives. The chain store organizations and the association of independent retailers have cooperated well in the past, and can be depended upon to interest their members in doing their full share.

Under these conditions, funds made available for use by producers can probably be well utilized in developing consumer contacts by radio and otherwise so that consumer demand may be built up at the time the packers and meat dealers have done their part in making available supplies at the right times and places, and in the printing of necessary material for the stores and general distribution.

Those interested in promoting these state campaigns should plan to put them on at least annually. This problem of increasing lamb consumption has been building up for a long time and is not going to be solved all at once. Neither does there seem to be any prospect of a diminution in supply. Rather, the change in soil practices stimulated by government payments in the farming states is certain to increase supplies of native lambs. Lamb prices have a long way to go before being remunerative to producers. There is no serious danger of prices on carcasses or retail cuts going sufficiently high to curtail sales or consumption.

Freight Rates on Feeders And Stockers

A HEARING extending from October 24 to 28 was held in Salt Lake City by the Interstate Commerce Commission. This was the second hearing devoted to consideration of the railroads' application which, in effect, would do away with the present 85 per cent basis of freight rates on feeder and stocker livestock. The railroads' proposal was presented at a previous hearing which continued for two weeks at Chicago earlier in October.

The proposal which the I.C.C. is asked to approve would provide that all feeder livestock would move to the feeding point under payment of the same rates as fat livestock, commonly referred to as 100 per cent. The proposal provides, however, that in case of subsequent shipment to market by rail, the party who had paid the first freight bill would be entitled to a refund thereon amounting to 15 per cent. This proposal to tie up the money of feeders or rangemen pending subsequent refund has been objected to by all producers' interests. However, the railroads' proposals contain many other provisions which would add to the difficulties in obtaining refunds in many cases. One of the provisions is that the livestock shipped out after fattening must be proved to be the identical livestock that was brought in. Also it must be shipped from the same station in all cases. Other restrictions on the refunding plan have convinced most students of the question that the cases would be few and far between in which any refunding would be made.

A favorable angle of the pending proposal is found in an offer of the railroads to allow feeder livestock to move through public stockyards in a way to be entitled to the refunding provision referred to. At present all feeder stock going to public markets must pay the full rate into such markets, although it can use the 85 per cent rate when shipped out to a country point.

Further hearings are to be held at Fort Worth, Kansas City and Chicago during November. It is not likely that the case will be finally disposed of before early next summer.

The railroads are complaining that the privilege of using the 85 per cent rate on feeder animals is being largely abused by producers who actually ship fat animals on that rate and unload them a short distance from a slaughter point, truck them for the balance of the haul and thereby gain the advantage of the lower rate to which they are not entitled. This abuse the railroads claim is depriving them of revenue which the rates prescribed by the Commission contemplated they should receive.

Examiner Stiles, who is conducting the case, queried the Secretary of the American National Live Stock Association and the President of the National Wool Growers Association as to their preference between the approval of the railroads' proposal on one hand, or, on the other hand, the establishment of a single rate to apply to fat and feeder livestock and to return the same total revenue to the carriers as they now receive. This would mean a small reduction in rates on fat stock going to market and a considerable increase in cases where the 85 per cent rate now is used. The Examiner explained that his question was outside the issues of the case and that an answer was not compulsory. Both the officials referred to expressed a preference not to make a choice without further study. The Examiner's question, however, suggests the possibility that the Interstate Commerce Commission may at some time adopt the plan of a single rate to apply to both fat and feeder livestock. However, this is not likely to be done in the present proceeding and there is a possibility that the Commission may find that the railroads have not made a sufficiently definite showing of loss of revenue through abuse of the present feeder rates.

A very large part of the movement of feeder range lambs from points of production through feeding points and to markets is handled on the arrangement known as feeding in transit. On long haul business this plan gives the feeder or shipper a lower rate from the original point to the final market than usually would be obtained by using the 85 per cent rate from range to feeding point and paying the mileage scale for

SHEEPMEN'S CALENDAR

SHOWS

Great Western Livestock Show, Los Angeles—November 20-25
International Live Stock Exposition, Chicago—November 26-December 3
National Western Stock Show, Denver—January 28-February 4, 1939
Ogden Live Stock Show, Ogden, Utah—February 7-14, 1939
Intermountain Junior Fat Stock Show, North Salt Lake, Utah—June 7-9, 1939

CONVENTIONS

California Wool Growers Association, San Francisco—November 17-18
American Shropshire Association, Chicago—November 29
American Hampshire Sheep Association, Chicago—November 30
Texas Sheep and Goat Raisers Association, San Antonio—December 8-9
Idaho Wool Growers Association, Idaho Falls—January 5-7, 1939
Oregon Wool Growers Association, Pendleton—January 9-10
Washington Wool Growers Association, Yakima—January 12-13
Montana Wool Growers Association, Butte—January 16-18, 1939
Utah Wool Growers Association, Salt Lake—January 19-20, 1939
National Wool Growers Association, San Angelo, Texas—January 24-26, 1939
New Mexico Wool Growers Association, Santa Fe—February 9-10, 1939
American National Live Stock Association, San Francisco—February 15-17, 1939

fat livestock from the feeding point to the final market. The railroads have stated that they contemplate no change in the feeding-in-transit arrangement or rates. They also told the Commission that it is not proposed to make any changes in the present range-to-range rates, or what are commonly known as rates to and from summer or winter ranges.

The 85 per cent rate has been used more extensively on feeder lambs this year than for some time owing to the peculiarities of the movement of these lambs. In 1938 considerable numbers of western lambs have gone into the corn belt and eastern states under conditions that make the 85 per cent rate of considerable advantage to all parties. In cases in which the feeder at eastern destinations actually pays the freight bill, he is in a position to pay considerably more for lambs because of the fact that he enjoys the lower freight rate. Where lambs are sold delivered to the eastern feeder, the advantage of the lower freight rate accrues in part at

least to the western producer or shipper.

Witnesses who testified for the producer interests at the Salt Lake hearing included Hubbard Russell, president, and F. E. Mollin, secretary, American National Live Stock Association; R. C. Rich, president of the National Wool Growers Association; S. W. McClure of Idaho; Wm. Wright, president of the Nevada Cattle Raisers Association; John Reed, president of the Wyoming Wool Growers Association; Harold Cohn, representative for the Oregon and Washington wool growers' associations; John Curry, secretary of the California Cattlemen's Association; R. C. Culp of Salt Lake City; J. C. Jamieson, representative for the Arizona sheep and cattle raisers' associations.

The utilities commissions of Idaho,

Utah, Montana, and Wyoming also took part in the proceeding on the side of the stockmen and presented numerous witnesses. M. C. Claar, secretary of the Idaho Wool Growers Association, and E. F. Rinehart, extension animal husbandman, were presented by the Idaho Commission. The Montana Commission, by its attorney, John Bonner, introduced testimony through M. H. Saunderson, formerly agricultural economist at the Montana State College; and Joe Metlen of Armstead, and Guy Stambaugh of Deer Lodge. Witnesses for the Utah Commission were J. A. Hooper, secretary of the Utah Wool Growers, and Walter Danissie, who appeared for the Utah Cattle Growers Association. The Wyoming Commission also introduced several witnesses.

since the department last July entered into a significant and far-reaching agreement with the Land Grant College Association. Under the agreement the colleges and the department are establishing democratic procedures that will give farm people an effective voice in forming, correlating, and localizing public agricultural programs. Farm people and official agencies in the states are now forming community, county, and state groups to carry on land-use planning and program building. In the expanded Bureau of Agricultural Economics, the department is now establishing its part of the machinery needed to integrate state and local planning with general planning and program-forming activities within the department."

To consolidate the marketing work, A. G. Black leaves the post of Chief, Bureau of Agricultural Economics, and becomes Director of Marketing and Regulatory Work. His associates, the chiefs of the four agencies combining all marketing and regulatory activities will be: Jesse W. Tapp (formerly Assistant Administrator, AAA), surplus commodity diversion and marketing agreements programs; C. W. Kitchen (formerly Assistant Chief, Bureau of Agricultural Economics), marketing research, service, and regulatory work; J. W. T. Duvel, continuing as Chief, Commodity Exchange Administration; and Joshua Bernhardt, continuing in charge of activities under the Sugar Act of 1937.

"We need to integrate these types of activity," said Secretary Wallace, "so that we may devote the same concentrated attention to marketing that we now devote to production and conservation, so that our marketing efforts may readily be kept in line with the broad plans formulated by the Bureau of Agricultural Economics, and so that citizens who deal with our marketing agencies may have a central point of contact.

"The changes in the planning and marketing work more clearly delineate the functions of the AAA, and will allow its officers to give their complete attention to administering the national conservation and adjustment program, providing an ever-normal granary through commodity loans and marketing quotas, and making parity payments when authorized."

R. M. Evans leaves the post of Assistant to the Secretary and becomes Administrator of the AAA.

The consolidation of physical operations in land-use programs for farm land brings them all under H. H. Bennett, Chief, Soil Conservation Service. Secretary Wallace pointed out that this grouping of functions and agencies will make it possible for farmers to deal with a single agency on all matters involving actual physical work on their land.

The Secretary commented also that speeding the attack on the problem of widening

Agriculture Department Re-organized

SECRETARY Wallace announced, on October 6, some important changes in the method and personnel for administering the affairs of his department.

Since 1933 the activities of the Agricultural Adjustment Administration, and, subsequently, the Soil Conservation Act and the Farm Act of 1938 have nearly doubled the work of the department. For some time such work was conducted on an emergency basis but by a separate staff, which, however, was headed up by a good many of the old executives of various bureaus. Apparently in recognition of the fact that much of this new-style work will be continued for a long time, the old and newer functions have been realigned in a more logical manner.

Hereafter, all work in the forming of programs to guide the entire group of services for agricultural adjustment, conservation and marketing will be handled by the Bureau of Agricultural Economics, with H. R. Tolley as chief. Mr. Tolley was for many years an assistant chief of the old Bureau of Agricultural Economics. Later he was with the Gianini Agricultural Foundation in California, but was recalled to

Washington to head up the agricultural adjustment undertakings.

In announcing these changes on October 6, Secretary Wallace issued the following statement:

The new department organization unifies four lines of work which have assumed highest importance in recent years as new responsibilities have been laid on the department.

(1) The forming of programs and plans to guide the entire group of agricultural adjustment, conservation and marketing services to farmers and the general public is assigned to the Bureau of Agricultural Economics, which will be charged with department-wide responsibility.

(2) The execution of marketing work is lodged in four units responsible to the Secretary through a Director of Marketing and Regulatory Work.

(3) The execution of all physical land-use programs which involve operations by the government on farm lands is consolidated in the Soil Conservation Service.

(4) Research work in the field of agricultural and industrial technology is placed under unified direction.

To direct the planning work H. R. Tolley leaves the post of Administrator of the AAA and becomes Chief of the reconstituted Bureau of Agricultural Economics.

"It is imperative that we establish over-all planning work for the whole department in order to provide for proper functioning of the many new activities authorized in recent years by the Congress," Secretary Wallace said. "It has become all the more necessary

the uses of farm products is the purpose of bringing technological research work, including that in the Bureau of Chemistry and Soils, and that in the Bureau of Agricultural Engineering under the Chief of Chemistry and Soils, H. G. Knight. "The department already has achieved an enviable record in this field," said Secretary Wallace. "The Congress has provided for the expansion of the work, and we wish to organize and staff ourselves to push it with the utmost vigor."

"The purpose of all the changes in organization is to bring the full range of the department's resources to bear on each of the major public problems with which we are directed to deal."

Of special interest to stockmen in the above is the fact that the Market News Service, marketing research, and administration of the Packers and Stockyards Act will now be under the direct control of C. W. Kitchen, who is associated with Dr. A. G. Black, the director of all the department's marketing and regulatory work. Administration of the Packers and Stockyards Act has heretofore been lodged in the Bureau of Animal Industry. Jesse W. Tapp, with whom is associated F. R. Wilcox, will oversee all work relating to marketing agreement programs and diversion of surpluses of commodities. The work of the Commodity Exchange Administration, including grain and wool top futures exchanges, with Dr. J. W. T. Duvel continuing as immediate chief, also becomes a branch of the marketing and regulatory work.

These changes in the set-up of the Department of Agriculture should simplify and mean more efficient handling of many important matters which Congress has assigned to the department. None of the changes relate to any activities likely to be affected in case there is another attempt to secure legislation to authorize the President to reorganize government departments. The new arrangement is wholly within the department and affects no activity that should be considered for shifting to another government department in the event of legislation for reorganization, such as was defeated at the last session of Congress.

Rutledge Succeeds Carpenter



R. H. Rutledge

ANNOUNCEMENT of the resignation of F. R. Carpenter, Director of Grazing in the Department of the Interior, was made on November 9. The same dispatches carried the news that R. H. Rutledge, for 18 years head of the Ogden regional office of the U. S. Forest Service, would take over the direction of the administration of the Taylor Grazing Act of 1934.

Before his appointment as regional forester in 1920, Mr. Rutledge had extensive and varied experience with administration of national forests in Idaho and Montana. While he has had executive responsibility in connection with timber conservation and utilization and all of the various forest resources, grazing affairs have been particularly prominent in the Ogden region. That office has jurisdiction over 11 forests in Idaho, 9 in Utah and two each in Nevada and Wyoming. On these 24 forests there are grazed over 300,000 cattle and 2,000,000 sheep, or one quarter of all cattle and one third of all sheep for which grazing permits are held on all of the forest lands situated in 26 forest grazing states.

This region has presented every grazing and game problem that arises

through variation in forest and economic conditions. Mr. Rutledge has always worked very closely on grazing matters with his associates both at headquarters and in the field. Well posted in the theory and science of conservation, he has always maintained a grasp of the practical possibilities of safe utilization along with conservation. His knowledge and appreciation of the dependence of industries and persons upon forest resources have given him wide popularity with stockmen, sportsmen and recreationists whose rightful claims he has supported in a way wholly consistent with his responsibility as executive officer of a policy of conservation. He has been frequently called for consultation with officials at Washington and has played an important role in the recent development of the statement of the grazing policy of the Forest Service.

Newspaper announcement of Rutledge's appointment stated that Secretary Ickes and Chief Forester Silcox joined in urging him to take charge of the administration of the Taylor Grazing Act. The Division of Grazing has built up a capable staff and has done some valuable ground work, but has been hindered by too frequent changes in rules and policies of administration. There has not been so much regard for application of the principles of forest grazing administration as reasonably was expected. Under Mr. Rutledge's direction, there now will be friendly and cooperative relations with the Forest Service. This should promote true conservation along with use of the grazing resources of the government lands and at the same time make for stability of the livestock industry in the national forest and public domain states.

In sections in which the operation of the Taylor Grazing Act has been criticized, there has been some feeling in favor of amending that law. It must be granted that the important section 3 is far from clear as to what was the real intent of Congress in respect to the distribution of licenses to graze on public domain lands. It can be hoped that under Director Rutledge some of the difficulties at least will be worked out through administration.

Surplus Agricultural Commodity Purchases

By F. S. C. C.

PURCHASES of 41 agricultural commodities by the Federal Surplus Commodities Corporation, at a total cost of \$48,400,000, during the fiscal year July 1, 1937 to June 30, 1938, are shown in the corporation's annual report which was made public recently by the Agricultural Adjustment Administration. The corporation was formed five years ago today for the twofold purpose of reducing surplus supplies of agricultural commodities to protect farm prices and to make these surpluses available for relief families lacking the means of buying in regular commercial channels. The surplus commodities are distributed by authorized welfare agencies in each state and are shipped to these agencies only on their order.

Purchases made in 46 states during the past fiscal year totaled 1,800,000,000 pounds of surplus foodstuffs for distribution for relief use in all states, the District of Columbia, and the Virgin Islands.

Under emergency purchase programs conducted between October, 1933, and December 31, 1935, the report shows expenditure of \$277,060,133. These programs included the purchase of livestock in drought areas and of other agricultural commodities made at times when purchase was necessary to meet current emergencies. These purchases were made prior to December, 1935, by the Federal Surplus Relief Corporation, predecessor of the present organization and included purchases for direct relief of some non-agricultural commodities.

The expenditure of more than \$146,000,000 is shown in a table listing the quantities of commodities and cost of purchases made in regular surplus removal operations from October, 1933, to July 1, 1938.

The estimated retail value of the commodities distributed by the FSCC through state welfare agencies in each state, the District of Columbia, and the Virgin Islands during the year was

\$62,210,000, the report shows.

"The programs of the corporation have sought to encourage domestic consumption by salvaging surplus farm commodities which might otherwise have gone to waste and by making such surpluses available for the use of two and a half million families * * *," the report states.

Surplus purchases are financed through legislation making available annually to the Secretary of Agriculture a sum equal to 30 per cent of the

gross customs receipts of the previous year. During the past fiscal year this sum equaled about \$125,000,000.

The corporation, which is operated under the direction of the Secretary of Agriculture, was organized October 4, 1933. On November 8, 1935, the charter of the corporation was amended to change the name to the present title of Federal Surplus Commodities Corporation and to relate the organization more closely to the Agricultural Adjustment Administration.

Voluntary Fabric Labeling



Typical labels now being attached to fabrics and garments going into retail trade to show the high quality of the production of the Arlington Mills.

UNTIL quite recently very few manufacturers attached any labels to their goods relating to the fiber content. One or two manufacturers who have pioneered in the attempt to establish the term "virgin wool" at its real significance in the minds of the purchasing public have done some advertising and labeling. For the most part, however, the manufacturers, even those who produced very high-class goods, have not attempted to attach any labels which would be considered in any way a guarantee or assurance of the fiber content. Recently, however, the Arlington Mills have taken a step which is of considerable significance, by the use of a series of labels which are to be attached to goods or garments sold at retail and produced at the Arlington Mills.

The beginning of the effort of this prominent and high-class concern to establish its name in the minds of the consumer purchasers is most significant and encouraging. The labels now in use do not attempt to state a guarantee. With one exception, they state that the fabric is made of 100 per cent wool. One label for flannel, however, advises the consumer that the fabric is made of 100 per cent virgin wool. Some of the labels also give further assurance as to the fastness of the coloring and the tailoring qualities of the fabric.

The Wool Grower congratulates the Arlington Mills on this forward step and will be pleased to inform its readers and the public in regard to any similar or further steps that may be taken along this line by other concerns.

The National Convention At San Angelo, Texas, January 24-26, 1939

WHEN the lively group of Texans gave their invitation last January to the National Wool Growers Association to hold its next convention in San Angelo, everyone knew that the promises made of an exceptionally good time would be fulfilled, for hospitality to an unusual degree characterizes the Texas people. Members of the National Association who were fortunate enough to attend the convention there in 1929 know all about this hospitality and those who were not most certainly should go and find out about it.

Entertainment plans have not yet been fully made, but the main feature that has been announced so far is the tour on Friday the 27th, the day after the convention, when cars will be furnished to take all the convention visitors east to Kerrville where they will be the guests of Mr. L. A. Schreiner at a barbecue lunch. Mr. Schreiner and, for many years, his father have occupied a very prominent and important place in the Texas wool trade. They operate one of the largest of the Texas wool warehouses and through their banking facilities have large contacts with wool and mohair growers in the general vicinity of Kerrville. The rare quality of their kindness and generosity is sufficiently shown in this luncheon invitation to the convention visitors without making further comment.

Following the luncheon, the caravan will drive on to Del Rio and across the Rio Grande River to Old Mexico for a dinner and fine entertainment at Villa Acuna. The night will be spent at Del Rio and the convention guests returned to San Angelo on Saturday morning.

For sheepmen from other states who have never visited Texas, a real treat is in store. Nine million sheep are run in the territory adjacent to San Angelo, which is the heaviest sheep population in any similar area except that of the Riverina country in New South Wales, Australia. What is still more interesting to northern wool growers is the fact



The home of L. A. Schreiner at Kerrville, Texas, where National Convention visitors will be guests at a barbecue luncheon on January 27, 1939.

that practically all these sheep are run under fence and stay in the same pastures the year round. The labor and feed problems of the Texas wool growers are comparatively minor, but investment in lands and fences largely offsets the saving effected through the absence of herding and moving of sheep between ranges.

Then there is the Texas wool warehouse system. By far the larger part of the Texas clip of 76,903,000 pounds of wool is sold in something like 100 warehouses maintained in the state. Very few of these warehouses are controlled in Boston or by other regular wool concerns. They are owned and managed mostly by local people and in a large part by wool growers. In the main the wool is sold while in the warehouses and the general charge for selling and warehouse service is one-half cent per pound. In view of the apparent increase in warehousing and selling at home in the northwestern states, visitors will be particularly interested in having an opportunity to become acquainted with the Texas warehouse system.

It is yet too early to outline definitely the program, but some very important and interesting speakers have already accepted the invitation to attend. Among these is Mr. F. R. Wilcox of the Agricultural Adjustment Administration at Washington, D. C., who repre-



Louis A. Schreiner

sented the Department of Agriculture last winter in perfecting the plan for the government wool loans. Swift and Company are expected to have a speaker who will describe the good work done by that firm in 1938 in stepping up lamb sales in low-consuming areas, and on this point of promoting lamb consumption, the work of the National Live Stock and Meat Board will be demonstrated by experts in both cutting and cooking lamb. Other subjects

for which prominent speakers are being invited are the Reciprocal Trade Treaties, the United States Senate Committee Investigation of Wool Marketing, and the Fabric Labeling Bill.

So we are sure you can't go wrong

in attending this, the 74th annual convention of the National Wool Growers Association in San Angelo, Texas, January 24-26, 1939. The ingredients are already being mixed to make it a dish fit for the most exacting tastes.

A Government View of the Sheep Outlook

"THE Outlook for Sheep, Lambs, and Wool in 1939" is the title of a 30,000 word statement and discussion issued on November 3 by the Bureau of Agricultural Economics of the United States Department of Agriculture. At other times the Wool Grower has criticized the policy of price forecasting by government bureaus. The present announcement, so far as it refers to future prices, is very guarded and appears to be fairly based on present conditions and statistics. The Wool Grower still questions the value of optimistic forecasts by the government, since news of strong conditions usually travels fast and widely anyway. We have maintained that discouraging predictions give buying interests an extra advantage over producers in their attempts to lower prices.

"Prospects for Lamb Prices in 1939"

Under this heading the announcement says:

Probably the most important difference between the lamb price situation for the coming year and that of last year is that some improvement in consumer demand for meats is in prospect for next year. It is also expected that wool prices and pelt values will be higher in 1939 than in 1938.

The total live weight of sheep and lambs slaughtered under federal inspection in the 1937-38 fed lamb marketing season was about the largest on record. The change in the total supply for the coming fed-lamb season from that of a year earlier is now rather uncertain but it hardly seems probable that any increase in supplies would be sufficiently large to offset the effects on prices of the improvement in demand. Consequently, prices of fed lambs in the 1938-39 fed-lamb season probably will average no lower and may average higher than a year earlier.

Prices of new crop lambs in the spring and summer of 1939 will be supported by

a stronger consumer demand for meats, but the level of prices of such lambs will depend partly upon supplies of new crop lambs and the supply of yearlings carried over from the present marketing year. No indication of the volume of marketings of new crop lambs in 1939 is possible at this time, but the number of yearlings marketed in the spring and summer of 1939 probably will be as large as or larger than the number marketed in the spring and summer of 1938.

Production Outlook

There follows a review of past and prospective production which shows a marked decline in numbers of stock sheep in western states (except Texas) since 1934. This loss is largely offset by a gain of one million head in Texas for the same period. It also is interesting to see that the native states are lower than in 1935. They reported an increase over 1937 and it will be no surprise if the estimates for January 1, 1939, show a larger increase in the native states. Part of the report's comments and the table of statistics are as follows:

The trend in stock sheep numbers and in lamb and wool production was sharply upward in all of the important producing areas from 1923 to 1931. Since 1931 the number for the entire country has been fairly stable, but rather important changes have occurred in some regions.

Since 1931 there has been little change in numbers of stock sheep in the native sheep states, with a slight upward trend until 1936, and a decline during 1936, and partial recovery during 1937. In the western sheep states, excluding Texas, the trend in stock sheep numbers since the peak year of 1931 has been distinctly downward. This has been offset in part by the continued sharp increase in Texas which brought the total in that state on January 1, 1938, to the highest point on record. The total for the United States on January 1, 1938, was about 3.5 per cent below the peak numbers in 1934.

Although 1937 was the most favorable year that western sheep producers had had since 1930, the downward trend in stock sheep numbers in the western states, excluding Texas, continued through 1937, and on January 1, 1938, the number was the smallest since 1927. A number of factors were responsible for the downward trend in numbers. Among these were the low prices of lambs and wool during the depression years, the poor condition of ranges resulting from a succession of years of short precipitation, and reductions, actual and prospective, in the number of sheep permitted to graze on the public domain and the national forests. It seems probable that this downward trend has now run its course and that January 1, 1938, was the low point. If weather and range conditions are fairly favorable during the next few years some increase in numbers is likely. This increase will take place in the states where numbers were reduced the most following the droughts of 1934 and 1936.

With the record numbers of sheep now in Texas it is a question as to how much, if any, further increase can take place there. Barring severe droughts and feed shortage, it seems probable that the upward trend may continue. There has been a rather marked tendency for the area of sheep production in that state to expand in the last few years. This expansion is both northward and westward from the main sheep region into other parts of the large pasture areas of the state and also northeastward into the more strictly farming areas. The reduction in

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Number of Stock Sheep and Lambs on Farms in the United States and Specified Regions, January 1, 1923 and January 1, 1931-38

YEAR	Western Sheep States, excluding Texas	Texas	All Western	Native Sheep States	United States
	Thousands	Thousands	Thousands	Thousands	Thousands
1923	19,320	3,490	22,810	9,787	32,597
1931	27,252	6,749	34,001	13,719	47,720
1932	26,774	6,952	33,726	14,028	47,754
1933	25,878	7,444	33,322	14,002	47,324
1934	26,211	8,059	34,270	14,184	48,454
1935	25,265	7,092	32,357	14,277	46,634
1936	24,757	7,234	31,991	14,400	46,391
1937	24,199	8,750	32,949	14,102	47,051
1938	23,443	9,100	32,543	14,254	46,797

Pacific

International Wool Show

FLEECES from seven states competed in the wool show sponsored by the Pacific Wool Growers, western cooperative marketing organization, at the Pacific International Livestock Exposition in Portland, Oregon, October 1 to 9. This was the twelfth annual show held by the cooperative, and was literally "bigger and better" this year, according to C. E. Grelle, secretary of the Pacific Wool Growers and a director of the exposition.

The adult wool show is divided into two main divisions: the purebred division in which only fleeces from registered sheep are entered and the commercial division in which fleeces are judged by grade alone. A separate show is provided for 4-H Club members.

Grover Barney, official west coast appraiser of the Commodity Credit Corporation, Charles Carter, president of the Portland Woolen Mills, and Herbert Bentley, warehouse manager of the Pacific Wool Growers, judged the fleeces.

Fourteen silver trophies, as well as cash prizes, were awarded on the best fleeces, top honors going to entries from Oregon, Michigan, Wyoming and California.

The Oregon Wool Growers Association silver coffee set offered for the best Oregon fleece from the manufacturer's standpoint, went to Glenwood Farms, Portland, who also won the Webb trophy for championship fine wool and the American Rambouillet Association trophy for Rambouillet ram fleece.

Gath Brothers, Turner, Oregon, were awarded the Frank Brown trophy for the best Hampshire ram fleece and the



Governor and Mrs. Charles Martin of Oregon with T. B. Wilcox, Jr., President of the Pacific International Live Stock Exposition at the Wool Show. Mr. Wilcox is the owner of Glenwood Farm, which is well known for its prize-winning Rambouillet and fine wool fleeces.

Tribble cup for best Romney ram fleece.

King Brothers, Laramie, Wyoming, exhibited fleeces that won the Portland Woolen Mills cup for the best quarter blood fleece adapted for fabrics manufactured by Pacific Coast woolen mills; also championship honors for three-eighths blood wool, and the Pacific Wool Growers trophy for championship quarter blood wool. They also had first on a Corriedale ram fleece and first and second on Corriedale ewe fleeces, second and third on Rambouillet ram and third on Rambouillet ewe fleeces.

D. N. Gould, Hydesville, California, won championship honors and a silver trophy in the low quarter blood class.

Gus Fleischmann of Monmouth, Oregon, won the championship trophy for braid wool and Sterling Clark of Prairie City, Oregon, the championship half blood trophy.

A Michigan breeder, O. W. Sober of Fowlerville, won top honors for both Shropshire ram and Shropshire ewe fleeces, and two trophies offered by the Oregon Shropshire Breeders Association. A Michigan State College fleece was awarded the American Delaine-Merino Association trophy for best Delaine-Merino ram fleece.

Herbert Johnson, a 4-H Club member of Portland, Oregon, exhibited the best Shropshire ewe fleece in the 4-H Show and won possession of the Oregon Shropshire plaque for this year.

Awards in the Commercial Wool Show

Fine Staple: 1, Michigan State College; 2 and 3, Claude Moore, Longvale, California; 4, J. H. Hahn, Townsend, Montana.

Half Blood Combing: 1, Sterling Clark, Prairie City, Oregon; 2, Alex Chachas, Boise, Idaho; 3, J. H. Hahn.

Three-Eighths Blood Combing: 1, Ed. Kruse, Roseburg, Oregon; 2, King Bros.; 3, John B. Leahy, Twin Falls, Idaho; 4, J. H. Korner, Central Point, Oregon; 5, F. L. Sumner, Buhl, Idaho.

Quarter Blood Combing: 1, King Bros.; 2, D. N. Gould, Hydesville, California; 3, R. A. Hulbert, Albany, Oregon; 4, Cersouski Bros., Harrisburg, Oregon; 5, E. P. Fenton, Caldwell, Idaho.

Low Quarter Blood Combing: 1, Walter Kruger, Govan, Washington; 2, H. H. Chindgren, Molalla, Oregon; 3, T. C. Bryant, Junction City, Oregon; 4, Max Rettkowski, Govan, Washington; 5, James Wilson, Canby, Oregon.

Braid: 1, Gus Fleischmann, Monmouth, Oregon; 2, F. Fred Buchanan, Corvallis, Oregon; 3, J. W. Fulkerson, Jerome, Idaho; 4, H. N. Dickinson & Sons, Independence, Oregon.

Sheep Awards at Pacific International

AWARDS in the Rambouillet, Hampshire, and Suffolk divisions of the Pacific International Livestock Exposition (Portland, Oregon, October 1-9) have been arranged in table form. Mr. Malcolm Moncreiffe of Wyoming was the only exhibitor of

Corriedales and was given first place money in each class and the championship awards.

The grand champion and reserve wethers were entries of the Montana State College.

RAMS			EWES		FLOCK						
Aged	Yearling	Lamb	Yearling	Lamb	Open	Bred by	Ram	Ram	Ewe	Get of	Produce of Ewe
RAMBOUILLETS:											
Glenwood Farm	1-3	3-4	**1-4	*1-4	2-4	2-3	2-3	2-3	2-3	2-3	2-3
M. Moncreiffe	2	*1-2	2-3	2-3	1-3	1	1	1	1	1	1

HAMPSHIRE:

Gath Bros.			6		6	5	5	5	4	6	3-4
M. Moncreiffe		2-4	2-5	*1-6	2-4	2	2	3	2	2	1
Mt. Haggan		**1-3	*1-3	2-4	1-3	1-3	1-3	1-2	1-3	1-3	5
Roselawn Farm		5	4	3-5	5	4	4	4	5	4-5	2

SUFFOLKS:

A. Cruickshank		*1		3-4	3-4	2	2		2	2	2
Floyd T. Fox		2	2-3	*1-2	1-2	1-3	1-3	1	1	1-3	1-3
C. K. Pedersen &											
Floyd M. Edwards			**1 4								

*Champions
**Reserve Champions

Why We Fail

ACCORDING to "Time," the Bonneville dam in the Columbia River has, or will have cost when completed \$74,144,000. Presumably the dam was constructed as an aid to navigation on the Columbia, but now it is being converted into a plant to supply electric power to private parties.

Navigation on the Columbia River above the power plant is largely a myth. The total freight paid on that part of the river will not equal the cost of the dam during the lifetime of the youngest inhabitant. However, I should not complain about the sheer waste of money involved were it not that the dam is now to be used as a vehicle to destroy established industries at the cost of the whole people. The Pacific Northwest now has the lowest rates for electric power that exist in any large area of the United States and the supply of power is more than adequate for all

needs. In order to destroy the local power plants the government now plans to sell power at far below the cost of production. While the Bonneville dam cost \$74,144,000 the government now proposes to write off \$32,000,000 of that amount by charging it to navigation that does not exist. That leaves only \$42,000,000 on which the power will have to pay interest. The interest on the remaining \$32,000,000 must be paid out of the treasury of the United States.

In plain language then the taxpayers of the United States must each year dig up one million dollars in interest to pay for the lower rates charged for electricity on the Pacific Coast. The net result is this: The Bonneville dam increases the loan on all the taxpayers including us farmers, but it reduces the number of taxpayers by putting the local power companies out of business. I have no way of knowing whether electric rates are too high or too low

in that territory but I do know that both the government and state have full authority to regulate these rates. If they are unable to do that then they are much more unable to manufacture electricity.

It is just such antics as this that have kept this nation standing still while the rest of the world moves on.

S. W. McClure

Hampshire Meeting

THE 49th annual meeting of the American Hampshire Sheep Association will be held in Chicago, November 30, 1938, at 2:30 p.m. This is the day the Hampshire sheep are judged at the International and a large attendance of members of the association is looked for.

King Bros.' Winnings at American Royal

A COMMUNICATION from J. H. King of King Bros. Company, Laramie, Wyoming, contains the information that in the Rambouillet division at the American Royal Live Stock Show (Kansas City, October 15-22), King Bros. were awarded first places on aged ram, yearling ram, yearling ewe, ewe lamb and flock. Their yearling ram was selected as champion and their yearling ewe and ewe lamb as champion and reserve champion, respectively. The Beckton Farm of Sheridan, Wyoming, had first place on ram lamb.

King Bros. were the only exhibitors of Corriedales, but their exhibit in this breed aroused the greatest interest of the crowds in attendance at the show.

With the exception of a few yearling Rambouillet rams, the 1938 offerings of King Bros. have been sold. Their sales this season included nearly 2000 Corriedale rams and Mr. King states they could have sold several hundred Corriedale ewes if they had had them to spare.

Around the

RANGE COUNTRY

The notes on weather conditions, appearing under the names of the various states in Around the Range Country, are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications for the month of October.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.

WESTERN TEXAS

Exceptionally warm weather prevailed, prolonging the growing season appreciably everywhere. The warm weather continued to the end of the month. Moderately heavy rains occurred on a few days around the 8th to 11th, which gave pasturage a good sendoff, but thereafter there was little or no rain, leaving the region droughty in places. Livestock, however, have done rather well as a rule.

Comstock (Val Verde County)

October has been a dry month and feed is very short (October 25), much below average for this time of year.

Contracts on feeder lambs were made during the month in a range of 5 to 6 cents; fine-wooled ewe lambs have been selling at 6 cents, shorn, and yearlings are selling at \$5 a head. About the usual number of ewe lambs are being held for replacement purposes.

Fewer than 20 per cent of the sheepmen in this section will show a profit on 1938 operations.

San Angelo (Tom Green County)

We have an abundance of grass, well cured, and all livestock are fat. There is more grass than in the past three

years, but we need rain to make winter weeds. Our first rain fell last night (October 9).

Wether lambs have been contracted at 5 to 5½ cents per pound and the same range of prices applies to mixed ewe and wether lambs. Straight lots of ewe lambs are being contracted at 6 cents, while yearling fine-wooled ewes are selling at \$5 to \$6 a head. Nearly all of the sheep here are fine wools. About the usual number of ewe lambs are being retained for flock replacements. The breeding season is just on now, with about the same number of ewes being bred.

All of the sheepmen in this section, I believe, will show a good profit on 1938 operations.

Brown Brothers

ARIZONA

Most of the month was abnormally cold, only the last week being comparatively warm. Very little moisture was received, and most of the state is badly in need of rain. Spotty conditions, however, are noted. Feed is still ample, within reach of livestock, which are still holding up very well.

NEW MEXICO

The second and fourth weeks were abnormally warm, while the first and third weeks were rather cool. The state received general rains the first week, being quite heavy east of the mountains. Thereafter only a few light, scattered showers occurred late in the month, leaving the country dry. A fifth cutting of alfalfa was reported in some sections. Cattle are still good, but the western range needs rain badly.

Socorro (Socorro County)

During October the weather has been warm and feed plentiful, much better than it was two or three years

ago. Prospects for winter feed on the public domain are good (October 20).

Contracts on feeder lambs of all kinds were made during October in a price range of 6 to 6½ cents, and straight ewe lambs, fine wools, are being taken at 6¾ cents. Fine-wooled yearling ewes are selling at \$5 to \$6 a head. The number of ewe lambs retained for breeding purposes is only about 75 per cent of the 1937 figure.

Due to a dry spring and low markets, the sheepmen around here will not have much of a profit this year.

In general the operation of the Taylor grazing districts is satisfactory in this state.

There are lots of coyotes around here and I am in favor of uniform state bounty laws as a means of keeping them down.

V. Del Curto

Encino (Torrance County)

We had a very dry spring here and no summer rains until the middle of July and fall range feed is only fair to good and the outlook for winter feed is just fair. We do not have any public grazing lands.

Six cents is the prevailing contract price on all kinds of feeder lambs. There have been no recent sales of ewes, either lambs or yearlings, here. I think about the usual number of ewe lambs are being held by sheepmen for breeding.

Owing to the fact that we had a bad lamb crop this year, there will be no profit in the year's operations for us.

We haven't any kick on the coyote situation; the government men do their work satisfactorily.

Celestino Garde

Cuba (Sandoval County)

Last October was pretty fair as we had some rain, but this fall has been

very dry and as a result there is hardly any winter feed on either privately owned or public grazing lands.

We got 5½ cents for our wether feeder lambs, but do not know what others have been getting. A few more ewe lambs are being retained this year than in 1937.

The coyotes are bad around our section.

There'll not be much of a profit in the year's operation for us.

J. J. Cordova

COLORADO

Unusually warm weather prevailed until the middle of the month, when a week of cold weather came; and the last few days brought a cold snap that was general. Showers were general the first week, and over the eastern portion the second week, but the rest of the month was dry until the first few days of November when snow and rain occurred in the east. Eastern ranges needed rain, but forage has been fairly good and livestock are generally good.

UTAH

Unusually warm weather prevailed, excepting in the third week, which was abnormally cold. Precipitation occurred frequently, with close to normal averages, being above normal over some northwestern counties, as a result of rain at the end of the month. Pasturage growth has been delayed in places by drought, but generally there is now ample moisture. Forage and livestock have been in fairly good condition in all sections.

NEVADA

Temperatures averaged near or somewhat below normal, but it was not cold enough to harm livestock or ranges. Precipitation in beneficial amounts occurred by or before the middle of the month, and most foraging areas have plenty of feed. Cattle are now largely in home pastures or feeding lots, and sheep are moving southward. A little late haying was reported at the close but farm work is mostly done. Livestock are mostly good.

Fallon (Churchill County)

Our range in Elko County is very good (November 1), due to plenty of fall rains in October. This also applies to our winter range in Churchill County and there is good feed on other grazing lands.

All of the feeder lambs were sold in September and early October. Ewe lambs are moving at \$5 per head and \$6.50 is the sale price on yearling ewes, both fine wools and crossbreds.

Financially, sheepmen of this district will do well to hold their own this year.

I think the government trappers have done a satisfactory job in connection with coyotes and would prefer to have the control work continued on that basis rather than have uniform bounty laws set up.

Wm. Whitaker

Eureka (Eureka County)

We had good weather and feed conditions during October. There is more moisture and the feed is greener and better than in 1937. There will be lots of feed on the winter range.

Seven dollars is taking yearling fine-wooled ewes and from 6½ to 7 cents straight lots of ewe lambs. From 6½ to 6¾ cents is the range on mixed ewe and wether lambs, and 5½ to 6 cents on wether lambs.

There are lots of coyotes in this district. The passage of uniform state bounty laws would be all right, but how can we make them uniform?

From all reports there will be no profit for the sheepmen this year.

Walter Handley

CALIFORNIA

Most of the month was warmer than usual, prolonging the autumn season appreciably. Only a little rain occurred early in the month, the weather then being quite dry, until near the close when good rains soaked soils north of Fresno to the great advantage of pasturage. Livestock are generally excellent.

Clay (Sacramento County)

Recent rains have started feed (October 23) and the outlook is for an exceptionally good feed year. Winter

ranges will be excellent.

No feeder lambs have been purchased in October, but fine-wooled ewe lambs have been contracted at \$5 a head and \$8 is the present price of yearling fine-wooled ewes. About the same number of ewe lambs were retained as in 1937.

Coyotes are always with us, but I am not familiar enough with the proposal to have uniform state bounties to pass an opinion on it.

I do not think 1938 sheep operations will show much of a profit for sheepmen of this section.

E. C. Howard

OREGON

The early and middle parts of the month were rather cool, with frequent frosts, and with a considerable amount of rainy weather. Good rains occurred again the first few days of November in western counties. Livestock are in good shape generally, as forage and pasture have been good in nearly all sections. Farm work and livestock gathering are well in hand.

Redmond (Deschutes County)

It has been a dry season here, but although the feed on the range is dry, there is more of it than usual (October 22).

Wether lambs are being contracted at around 6 cents and up to 6½ is the price on mixed ewes and wethers. Some ewe lambs have sold at \$5.25 a head and a few choice yearlings have made \$7, but the demand is very slow and some have been offered at lower prices. Sheepmen are keeping about the same number of ewe lambs for breeding purposes.

The regulation of the Taylor grazing districts appears to be generally satisfactory in this state.

Coyotes are increasing and losses are heavy in some places. There are too few government trappers to handle the work and many sheepmen feel that a return to the payment of bounties would bring better results.

In general, I believe range sheepmen will show a small profit on their 1938 business.

E. D. Hallock

(Continued on page 33)

PACKERS PUSH

Lamb Sales

Following National Lamb Event in the fall of 1937 and numerous conferences in that same year with representatives of the National Wool Growers Association regarding lamb marketing problems, the packers have evidenced a greatly increased interest in the development of wider outlets for lamb.

The report prepared last year by Mr. George Lewis of the Institute of American Meat Packers and printed in part in the October, 1937, issue of the National Wool Grower has been extensively used by large and small packers to assist them in locating cities, states or areas offering the widest opportunities for increasing sales of lamb.

The firm of Swift and Company has been especially active in this respect in 1938. At the Colorado and Wyoming summer conventions, Mr. Walter C. Clegg, who is assistant to Mr. Paul Smith, in charge of purchases of cattle and sheep for Swift and Company, talked most interestingly regarding the work that had been done in the early part of the year. Since that time Swift and Company has conducted two nation-wide selling campaigns on lamb. This article covers the work of Swift and Company and other packers in promoting lamb consumption in 1938.

THE lamb consumption in the United States averaged 6.6 pounds per capita in 1936. The Institute of American Meat Packers made a survey in 1937 of all the slaughterers of lambs who were members of their organization, which takes in most of them, to determine just what the per capita consumption of lamb was in the various areas. They found that in New England the per capita consumption of lamb in 1936 was about 11 pounds; in the middle Atlantic states about 14 pounds; on the Pacific Coast about 13 pounds. In other words, 46 per cent of the lamb sold in 1936 was consumed in this Middle Atlantic States area. This means that, as receipts of lambs increase or decrease, the increased volume or decreased volume greatly affects the price, because it must be consumed by or must be taken away from this small proportion of the entire country. That situation presents quite a problem to both producers and packers.

Realizing the problem before them, Swift and Company established a division in its lamb department to study the situation, and see what could be done. A very capable man was selected to make a trip throughout the high-consuming areas to see why people there eat lamb, and why the per capita consumption there is comparatively so large. He then visited the low-consuming areas and made his observations on what brought about the low consump-

tion of lamb in those territories. His approach in visiting these districts was to first review lamb sales with the local sales organization. In every city of any size Swifts have a sales representative who contacts the trade daily, or as frequently as he can, and knows why the dealer will or will not buy lamb. This special man visited and interviewed hundreds of dealers to find out why they sold lamb or why they didn't. Whenever there was an opportunity he discussed lamb and its advantages with the consumers. If a housewife was waiting at a counter for service, and didn't appear to be the type that would object to being asked a few questions, he would go up to her and say, "Are you buying lamb today?", or "Do you use lamb at home?", and would ask her enough questions to obtain a pretty good idea why she did or did not use it.

His findings in the area of high consumption were, first, that this area contains a large class of people who have been accustomed to eating lamb for years, so that it has become a habit; secondly, that the large population and the great demand stimulates the dealer's interest in the sale of lamb, which gives the packers an opportunity to feature lamb; third, that lamb lends itself to metropolitan areas, because in small families meals may be quickly prepared, and many people are on specific diets; fourth, that experience has taught the dealers how to handle and merchandise lamb efficiently; in

other words, it is an old thing with them, their forefathers before them sold lamb, and the consumers were used to eating it.

In the low-consuming areas, which comprise the greater part of the United States, he found that the small turnover has a tendency to discourage salesmen and dealers. These areas of small turnover include states like Texas, Oklahoma, Arkansas and Louisiana, where 1.3 pounds of lamb per capita are consumed per annum; east central Kentucky, Tennessee, and Alabama, where less than 1 pound per capita per year is consumed. These percentages are taken from reports compiled by the Institute of American Meat Packers, supplemented by the Department of Agriculture estimate of the production from farm and local retail sheep and lamb slaughter, so these figures include the farm and home lamb slaughter, as well as the commercial slaughter.

In these small-consuming areas he found that the irregular demand makes it difficult to regulate the supply to everyone satisfactorily. However, an approach to the answer to this question is being made by offering the dealer cuts of lamb attractively displayed in cartons, so that if the dealer has not enough of a demand to buy an entire carcass he can buy a shoulder or two shoulders or a couple of legs or a loin, or a rack, or whatever cuts he feels he needs to help interest his customers in lamb.

The third thing he discovered in these areas was that consumers do not buy lamb because they are not in the habit of eating it. People in the habit of eating beef or pork or veal use more of that meat than they do of some meat that it would be unusual for them to serve, and they hesitate to try something new because they do not know how to prepare it. It is surprising how many people buy lamb and cook it improperly, and are disappointed in it



Attached to each lamb carcass sold to retailers by Swift and Company during their spring selling campaign was an envelope containing packages of lamb recipes on cards for distribution to their customers. This is a sample of this advertising material.

and don't try it again. Again, in these low-consuming areas we find that people don't eat lamb because they have a prejudice against it. This is especially true in the middle western and southern farming areas. Another reason is that the low-purchasing power in some parts of the country makes it hard to interest people in lamb, as it ordinarily sells at a higher average price than other meats.

General Lamb Program

After studying these findings, the recommendations of Swift's lamb department to approach this problem were, first, to furnish its own sales organizations with sales help bulletins at frequent intervals; second, to prepare material for and distribute it to dealers showing how to display and merchandise lamb; third, to give dealers recipe cards to hand to their customers to promote an interest in lamb and insure proper cooking; fourth, to stress to dealers the importance of building up their business on good quality lamb, so as to encourage repeat business. If they use lamb that will not eat good it

is only natural to understand that the customer will not come back for more lamb.

Spring Work

At the completion of this study Swift and Company promoted a five-week lamb sales contest among sixty of its branch houses in these low-consuming areas. This was more or less of a test-selling campaign to see how accurate the approach to the problem was, and prizes were given to the branch houses showing the greatest improvement in volume over February, 1937. The winners were, Hamlet, North Carolina; Ft. Smith, Arkansas; Gadsden, Alabama; Nashville, Tennessee; Burlington, North Carolina; Meridian, Mississippi; Florence, South Carolina; Winston, North Carolina; and Youngstown, Ohio.

In order to stimulate interest in lamb selling in these branch houses literature was issued to them every week, giving the comparative standing of different localities and the high spots of how the campaign was developing. The result of that February lamb contest in those

60 branch houses, which took in only part of Swift's branch houses in the district, showed a 37 per cent increase over the volume of sales in February 1937, in the area, which is compared with a slight decrease in the firm's total lamb business in the United States as a whole.

The results of the first contest, while not entirely satisfactory, were sufficiently so to warrant the planning of a second campaign covering a much greater area, and taking in almost the entire low-consuming territory. The first campaign took in just the branch houses who had the lamb in their coolers and could sell the dealer when he came to the branch house to buy. In the second campaign more than 600 salesmen were added to work directly from the packing plant car route departments. These 600 salesmen go right into the dealer's stores in the towns and try to sell them lamb.

Something new was tried on this second campaign, in that to every lamb shipped to this area during the ten-week period was attached a special envelope which contained sales aids for the retailers and recipe cards for the customers. All salesmen were given similar material to distribute among dealers not already handling lamb. It was felt that by giving this material only to the dealers who were already handling lamb it would not accomplish the purpose as well as if given to the salesmen to distribute to dealers who were not at present dealing in lamb. This special moisture proof envelope which was attached to each lamb carcass, had printed on it the following:

Mr. Dealer: Lamb recipe cards inside. Housewives are constantly looking for new ways to prepare meat and add variety to their menus. Many dealers have increased their lamb business by including one of the enclosed recipes in meat packages, and by handing them to customers. These cards suggest the purchase of lamb. The recipe cards enclosed, along with helpful selling aids, make it easy for you to try this plan in your store. New material every week—watch for it!

In addition to that, 20,000 tested selling booklets were given out. This



An attractive piece of advertising material distributed through Swift's branch houses to retail stores.

was a small pamphlet, designed to encourage dealers to sell more lamb. It pointed out that lamb makes the merchant an excellent profit, and inside it showed him how to cut his lamb to obtain the best possible cuts that have the right kind of appeal for his customers. These envelopes also contained some advertising material for the dealer to use in his store.

This campaign continued over a period of ten weeks, and every week different kinds of material were sent out in these envelopes attached to each lamb. Salesmen also were given copies of it. The dealer was told how to cut up his lamb, told how to prepare different cuts after he had it cut up, how to make a shoulder roast after he cut the shoulder off, and in general given new ideas that he could use in doing a better selling job. Recipe cards were included in these envelopes for the housewife to help her to enjoy lamb and to come back for it again. In all 500,000 of these selected recipes were sent out.

The results of this second ten-week promotional campaign, which took in a greater area, including some of the territory that was doing a little better job on lamb, such as the north central states, showed an increase of 24.7 per cent over the same period of the previous year, whereas Swift's total business during that same period showed a

small decrease as compared with 1937.

Encouraged by the results at the conclusion of the second campaign Swift and Company decided to continue for

ten more weeks, and the third campaign was extended to include 64 branch houses which were not previously included, branches that were doing a fair volume of business but not nearly what they should be doing, and the 600 car route salesmen continued to lend their support to the campaign for ten more weeks. The result showed a 10.8 per cent increase in these 64 additional branch houses with the assistance of the 600 car route salesmen, which was better than Swift's total volume in that period.

These campaigns covered a period not to exceed six months and in the area covered, the total volume of lamb sales by Swift and Company increased 24.5 per cent over that sold in the same six-month period of the previous year.

Swift and Company is fully cognizant of the fact that it is going to take years of effort to accomplish their goal;



A Swift suggestion to branch house managers.

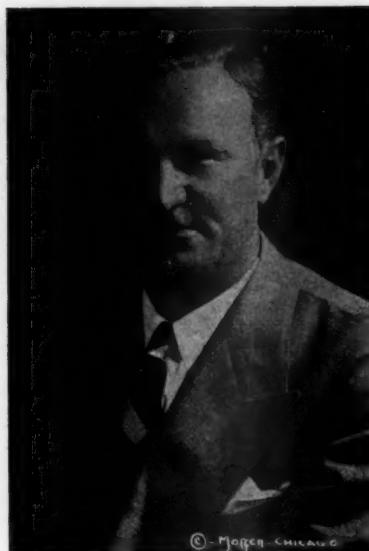
the eating habits of the American people cannot be changed overnight. In order to hold the ground made two fall campaigns have been carried on. The first of these was a lamb sales campaign covering its entire car route territory from coast to coast for a five-week period commencing August 15, and the second a National Leader Week on Swift's Premium Lamb, from September 19 to 24. During this week Swift's entire U.S.A. sales organization concentrated on lamb selling.

"In the Clover" Campaign

The car route campaign during August and early September was principally centered in the low-consuming area and involved 1300 salesmen. "Get Your Lamb Business in the Clover" was the slogan under which the program was carried out. The territory was divided into four groups and salesmen in each group competed for a trip to Chicago.

To keep the interest high, circulars were sent out each week from the Chicago office, giving the standing of the different groups, and within the groups, various stimulants were used to put the campaign over. In one group a Lamb Hunt was held and a trophy—a tanned and dyed sheep pelt—awarded to the best marksman, the man who had the largest percentage of increased lamb sales during the period. In another group, the campaign was built around the idea of sheep ranchers accumulating a large flock of sheep and lambs. When a salesman failed to reach his quota of sales, he was given all black sheep, but when he made his quota he received all white sheep to enlarge his flock. At the end of the campaign, the salesman getting the largest number of white sheep was held eligible for the Order of the White Fleece. Lamb Maneuvers were carried on in another group, the goal being to gain the top of Increased Volume Hill. An increase in volume entitled a salesman to promotion, while failure to make his quota put him on KP duty.

The result of this intensive effort over five weeks was an increase in vol-



Walter C. Clegg, who addressed the Colorado and Wyoming conventions on Swift and Company's activities in promoting lamb sales.

ume of 19 per cent over the average weekly volume of Swift and Company that far this year. This increase is equivalent to approximately 25 car-loads of dressed lambs, or 60 cars of live lambs.

National Leader Week

For National Leader Week on Swift's Premium Lamb, 20,000 sets of special lamb advertising material for retailers were printed and distributed. This material, which included five large over-the-wire banners, one of which was a 24 by 36 full color, and very appetizing illustration of a leg of lamb, a special window streamer, and price cards, was enclosed in a large envelope, which carried on its front a 6-picture sequence on lamb making its entry into an American family's menu and the following statement:

Right now, with an abundant supply of Genuine Spring Lamb coming to market, is the time to build your lamb business. The producers of the nation have done an excellent job of finishing their lambs for market . . . weather and pasture conditions have been excellent for producing high-quality lamb. And again Swift is advertising Swift's Premium Genuine Spring Lamb to the house-

wives in your trading area. Full color ads appear in Good Housekeeping, McCall's, and Woman's Home Companion. Swift's Premium is the only nationally advertised brand of lamb. The name is right on the meat, your guarantee of uniform quality always.

For salesmen and key dealers, a tag to slip over the telephone with the words "Remind your customers of Swift's Premium Genuine Spring Lamb" and badges advertising lamb chops and roasts to be pinned on coat lapels were distributed.

Frequent bulletins were also issued to the entire sales organization. These were designed not only to create interest in National Leader Week, but to build up a permanent interest in lamb. Also a special program was prepared to encourage salesmen to secure new customers for lamb and to get retailers to advertise lamb in newspapers and handbills.

The awards in this campaign were large lamb skins, tanned, given as a trophy to the branch house in each territory that did the best work from a distribution standpoint. Blotters, also made of lamb skins, were presented to the branch houses that deserved special mention.

National Leader Week resulted in a volume of lamb sales in the low-consuming area 22 per cent larger than the average weekly volume in that area for the year to date. The increase over the entire country was also a notable one.

In addition to these special lamb campaigns, Swift and Company carried full-page advertisements in the September issues of the Woman's Home Companion, McCall's, and Good Housekeeping to stimulate interest in lamb. These advertisements reached 7,500,000 homes.

With all this work and accomplishment in 1938, Swift and Company is not willing to rest on its oars now. "We cannot," officials of the company state, "afford to do that. We have to keep



Walter A. Netsch
Armour and Company



E. A. Cudahy, Jr., President
The Cudahy Packing Company



Thos. E. Wilson, Chairman of the Board
Wilson and Company

plugging away at this, so that some day we shall have a much better distribution of lamb, with narrower market

fluctuations than we have at present, which, we are sure, will be satisfactory to all of us."

Reports from Other Packers

The Cudahy Packing Company:

The three other packers that handle large volumes of lamb, Armour and Company, the Cudahy Packing Company, and Wilson and Company, have also been working on the problem of widening the outlet for lamb. Their 1938 efforts are briefly reported in the following communications from officials of each firm:

Armour and Company:

We have continued an aggressive policy in all territories where the consumption of lamb is low in an effort to increase the volume. Our policy is to have staff men from Chicago and our outside plants visit these various territories to keep branch house organizations and salesmen better informed and enthused about lamb so that they in turn will create enthusiasm among the trade.

We are following this up by giving their orders special attention and feel that gradual progress is being made, although it is slow.

—Walter A. Netsch

The Cudahy Packing Company:

The Cudahy Packing Company last winter and spring put on an intensive sales campaign to promote a greater consumption of lamb in Colorado, Minnesota, Iowa, Nebraska, Missouri, and Kansas, as well as in the southern states where we are represented with distributive facilities, although this did not include Texas where we have no plants or sales outlets.

We also campaigned the eastern markets with special sales efforts and advertising material, not only last winter and spring, but throughout the year, as the supply most of the time has been liberal and consumer prices very reasonable.

While we are not entirely satisfied with results, we think we made some headway to better establish lamb in the daily diet with the consuming public. One factor needs to be overcome with the American public to increase the consumption of lamb, and that is to popularize the forequarter. The consuming trade generally thinks in terms of chops and legs of lamb, and the butcher always has difficulty mak-

ing a profitable disposition of the forequarter. In the large eastern cities there is enough foreign population to use the forequarter cuts, so that the hinds and chops can be offered at a more reasonable price.

I do not think that the dealers as a whole are trying to put anything over on the public when it comes to the disposition of lamb. He will promote the sale of anything that makes him a profit, but naturally he resists selling cuts which are going to lose him money. Some educational work is needed to promote the sale of forequarters of lamb. I think an advertising appropriation built up merely on the basis of "Eat More Lamb!" is money thrown away.

—E. A. Cudahy, Jr.

Wilson and Company:

During the last two years we have given special attention to the problem of increasing lamb sales, particularly in the areas of low consumption. As you know, the facts developed by the Institute of American Meat Packers on lamb sales by areas thoroughly indicated the possibilities along this line.

You, of course, recognize that this is a job that requires a considerable period of time to show maximum results, but we are much gratified with the success we have had thus far. For example, in the Southeast where per capita lamb consumption is relatively small, our lamb sales in 1937 showed a substantial increase over those of 1936, and a further marked increase has been recorded so far this year. Similar results are being obtained in many low-consuming areas in the Midwest and other sections of the country.

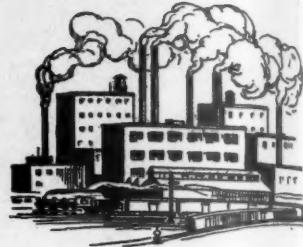
—Thos. E. Wilson

National Wool Marketing Corporation



News Bulletin

Grower Owned and Operated

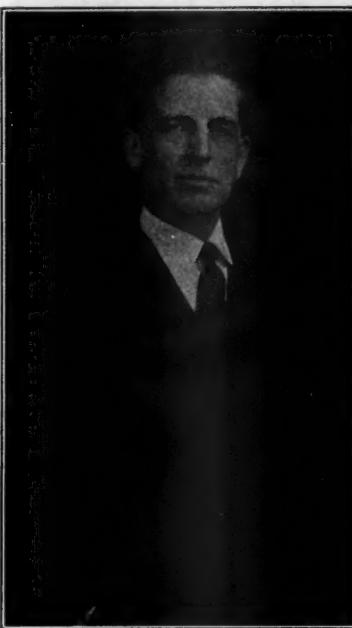


WOOL values have advanced sharply during the month of October. The month of November opens with values of Fine wool at about foreign parity. Business conditions in general have improved since the affairs of Europe have been settled, temporarily at least. Wool values have shared in the upward swing of commodity values. The extent to which general business has recovered is indicated by the production figures of representative industries. It is estimated to be about 20 per cent above the low point in May and has now regained about half of the losses sustained since a year ago last summer.

In the last half of 1937 we were selling wool at \$1.05 to \$1.10 clean basis. During the low point of the shearing season in 1938 wool was sold freely at about 55 cents per clean pound landed Boston and, in some cases, as low as 53 cents. The values of comparable top grades now range from 68@70 cents clean basis, so it can hardly be said that the value of wool has recovered to as great a degree as the average commodity index would indicate.

It is probable that wool values cannot advance much further, particularly on the Fine grades because of the very low value of foreign wool. Few realize how cheap foreign wools are in countries in which they are produced. An idea of the value received by the Australian grower may be summed up as follows: A good Fine Medium topmaking wool from Australia can be purchased in Australia as low as 21 pence. This is the equivalent of about 42 cents clean basis. Applying this clean basis to the average domestic territory clip shrinking 65 per cent simply means that the Australian wool grower is securing a price equivalent to about 15 cents per grease pound on wools similar to our territory type. Such a figure illustrates plainly the absolute necessity of adequate protection for domestic wool.

In considering the domestic wool and textile industry in a broad way, we should not lose sight of the fact that



C. J. Fawcett, General Manager of the National Wool Marketing Corporation, who writes the News Bulletin for the Wool Grower.

over a period of years wool is a deficiency commodity. It seems impossible to keep consumption of wool on an even keel. It is interesting to note, however, that in every two-year period our consumption remains fairly stable. It may be that we will pick up a surplus in a given year but this fact is simply the strongest indication that it will be followed by excessive consumption the next year. Our annual production is around 350,000,000 pounds of greasy shorn wool. About 60,000,000 pounds of packers' wool should be added to this, making roughly 400,000,000 pounds. We list below the consumption by two-year periods since 1920:

1920-1921	1,008,000,000 pounds
1922-1923	1,243,000,000 "
1924-1925	1,043,000,000 "
1926-1927	1,075,000,000 "
1928-1929	1,067,000,000 "
1930-1931	993,000,000 "
1932-1933	1,012,000,000 "
1934-1935	1,099,000,000 "
1936-1937	1,146,000,000 "

Only 286,000,000 pounds have been used in the first eight months of 1938 which is far below the average. Consumption is now picking up with every indication that 1938-1939 will not vary greatly from the average two-year consumption above listed. Wool is moving in substantial volume.

New York Goods Market

Cloth buyers have persistently refused to place orders for future delivery, believing something would happen. Procrastination is the thief of time. In the last few days the picture has changed so far as the New York cloth market is concerned. The larger manufacturers have withdrawn their lines for the purpose of repricing. When introduced

again, prices were named 5@ 7½ cents per yard higher on men's wear. This advance, of course, is not equal to the advance in raw wool and will not compensate them for their normal manufacturing costs added to the present value of wool. In other words, the wool market this time has pointed the way for higher values upon cloth in the New York market.

It is said that many of the buyers who have delayed placing orders are now somewhat impatient to find the manufacturers cannot supply their needs for the fall heavy-weight season. Time is too short. Most of the business now being placed is on tropical worsteds and other spring type fabrics. The realization that a higher wool market is here has accentuated their desire to place orders immediately. It is thought that some manufacturing plants have sold their entire output for the rest of the year and probably until next March. We understand some mills have taken more business in the last two weeks than they have secured in the previous eight months. This is a very encouraging factor as far as the value of grease wool is concerned.

Foreign Situation

There appears to be a limit to the extent to which we can raise the value of domestic Fine wool. The foreign markets have been giving a very good account of themselves, with a general demand for wool on the part of practically all the consuming nations. Because of the abundant supply of wool in foreign countries, particularly in Australia, values have not materially advanced. At today's Melbourne and Sydney auctions in Australia values were par to 5 per cent higher, with keen competition. Japan is back in the market, and a little wool is being bought for American account, which indicates we are approaching foreign importing parity.

Domestic Market

Activity has prevailed both in the primary and secondary markets. Wool is not plentiful on Summer Street and dealers who sold the wool acquired during shearing time on a very thin margin have rushed to the country during the month of October to acquire additional inventories. It should be added, however, that some of the late purchases at country points went direct to the mills. The Medium wools, however, have evidently gone into stock where they will be graded and the respective grades marketed throughout the remainder of the selling season. Graded wools are in short supply and command a premium, in many cases.

The market value of Fine and Fine Medium average territory wool may now be quoted at 68@70 cents, with graded staple, of which there is a small supply, commanding 71@72 cents. The shorter types of Fine wool of less desirable character are fetching 65@68 cents. Some Halfblood graded for staple has commanded 68 cents. The average of this grade has been around 65 cents for the last week or two. Much more attention has been paid to the Halfblood and Three-eighths territory grades than in September. This is probably due to the fact that the fleece wools of this type are growing scarce.

Three-eighths is also coming into its own. Sixty cents clean has been made freely on territory, with Quarterblood fetching 56@58 cents. Fleece, or farm states, wools have apparently had their inning. There is less demand, caused probably by short supply. At any rate, the manufacturers of Medium wools are now turning their attention from the fleece wools to the territory types. This was to be expected. The value of fleece wool, however, is fully maintained. Bright Quarterbloods are commanding about 32 cents. A few sales of choice Three-eighths grade have been made at 33 cents. The value of semi-bright Quarterblood and Three-eighths is fairly well fixed at 27 cents. This is the equivalent of about 56 cents clean for the Quarterblood and 60 cents clean for the Three-eighths. Quite a sharp demand has developed in the last week of the month for semi-bright Halfblood. It is thought manufacturers are using this grade, which usually spins a little better than bright fleece wool, for their 62's quality tops. Semi-bright Halfblood has been sold in heavy volume at 65 cents clean.

We list below the domestic values of the respective grades, together with their foreign importing parity, which will indicate we are securing values for our domestic wool very close to foreign importing parity:

	Domestic Value	Importing Parity
Territory Fine Staple	71@72c	73@74c
Average French Combing and Original-bag		
Fine and Fine Medium	68@69c	70@72c
Halfblood Grade	64@65c	70c
Three-eighths Grade	60c	69c
Quarterblood Grade	56@58c	68c

This was one of the objects for which the National Wool Marketing Corporation was organized.

There are many encouraging factors to be found. The great improvement in the automobile industry adds greatly to the value of certain types of wool. Government orders are also being placed at frequent intervals, which is another encouraging factor. A recent announcement that the Navy will be placing orders in the future affords encouragement but, perhaps best of all, the big packers have marked the value of their scoured Fine wool up substantially, in some instances almost 10 cents per clean pound. This should be good news for lamb feeders, for after all the price the packers allow in the purchase of the lambs for the value of the pelt is an exceedingly important factor.

We do not want to appear too optimistic in making our report. So long as we are on foreign importing parity, the most we can hope is that manufacturers will continue to use domestic wool before they turn their attention to foreign supplies. Everything points to a greater consumption of wool for the remaining portion of this year and well into the next.

We present, on the following page, the table of values and shrinkages published weekly by the Bureau of Agricultural Economics, believing growers may be able to more intelligently interpret the value of their wool.

**Domestic Wool and Mohair Quotations
For Week Ending Friday, October 28, 1938**

Compiled by Bureau of Agricultural Economics
GRADED TERRITORY WOOLS

	Boston Scoured Basis Prices	Grease Equivalents Based Upon Arbitrarily Selected Shrinkage Percentages (1)		
	Shrink & Gr. Equiv.	Shrink & Gr. Equiv.	Shrink & Gr. Equiv.	
Fine Combing (Staple)	\$.71-.73	(63%) \$.26-.27	(65%) \$.25-.26	(68%) \$.23-
Fine French Combing	.67-.70	(64%) .24-.25	(66%) .23-.24	(69%) .21-.22
Fine Clothing	.63-.65	(65%) .22-.23	(68%) .20-.21	(71%) .18-.19
½ Blood Combing (Staple)	.66-.69	(58%) .28-.29	(60%) .26-.28	(64%) .24-.25
½ Blood French Combing	.63-.65	(59%) .26-.27	(61%) .25-—	(65%) .22-.23
½ Blood Clothing	.60-.62	(60%) .24-.25	(62%) .23-.24	(66%) .20-.21
¾ Blood Combing	.58-.63	(53%) .27-.30	(55%) .26-.28	(58%) .24-.26
¾ Blood Clothing	.53-.55	(54%) .24-.25	(56%) .23-.24	(59%) .22-.23
¼ Blood Combing	.55-.58	(50%) .28-.29	(52%) .26-.28	(55%) .25-.26
Low ¼ Blood	.53-.55	(45%) .29-.30	(47%) .28-.29	(50%) .27-.28
Common and Braid	.50-.52	(44%) .28-.29	(46%) .27-.28	(49%) .26-.27

(1) In order to present scoured basis prices in terms of greasy wools, scoured basis market prices have been converted to grease basis equivalents. Conversions have been made for various shrinkages representative of light, average and heavy shrinkage wools of the different length groups quoted.

Wool Goods Markets Continue Active with Prices Rising

DEMAND for men's wear during the week ending October 28, was again active, as clothing manufacturers anticipated their requirements well into the first quarter of next year, according to the New York Wool Top Exchange Service. Mills in many instances raised prices an additional 5 cents a yard, bringing values 10 to 12½ cents a yard above opening levels. The advance was due in part to higher wool values but mostly to the fact that mills have obtained enough business to encourage them in their efforts to bring values closer to cost levels. Women's wear demand was spotty. A few mills booked initial orders on spring lines, but trading was not as active as in recent weeks. Clothing and cloak and suit wholesale markets were less active as a result of the depressive effect of unseasonable temperatures on retail sales across the country. Nevertheless, cutters are coming to the end of the fall-winter season with stocks lighter than they have been in years. The liquidity of their inventories comes as a result of over-cautious buying, rather than active business, for sales of garments at retail over the last six weeks have been very disappointing.

C. C. C. LOANS

Records of the Commodity Credit Corporation indicate that through October 29 loans aggregating \$12,825,582.05 had been made on 70,765,469 net grease pounds of wool at an average price of 18.12 cents.

Texas Wool Sales

WOOL moved out of Texas warehouses at a rapid rate during the month of October, especially during the first two weeks. The crest of the buying was reached around the middle of the month when approximately 2,000,000 pounds of wool was sold in one day. Press reports state that only 6,000,000 pounds of wool were in storage at the end of the month in West Texas, which is considered a low point for that date.

The top price for the year up to the end of October was 28 cents, paid on October 14 for 375,000 pounds of 12-months' wool sold by the Sonora Wool and Mohair Company to Emery and Conant. Before that date a few sales had been recorded at 26 cents and a good many around 25½ cents for 12-months' wool; the average price is given as 22 cents.

Toward the end of the month activity slackened somewhat, and sales of 12-months' wool were being made at 25 cents.

High Wool Sale for Year

THE 1937 and 1938 wool clips from the Merino flock of Frank C. Clarke, Laytonville, California, were sold on October 22 under sealed bids at 31.57 cents a pound, f.o.b. Laytonville, to the wool firm of E. H. Tryon of San Francisco. This is the peak price on 1938 wools. The rams' wool and black wool were included in that figure, but the lambs' wool and the tags brought only 15 cents a pound. Seven of the larger wool firms of the country bid on the wool and several bids were above 30 cents. There were around 3000 fleeces in the two lots.

The Clarke wool has a very light shrinkage, estimated at around 50 to 53 per cent and is considered one of the best in the country. The years of careful breeding, rigid culling and proper feeding as factors in the development of this famous commercial flock, and the care used in handling the wool and preparing it for market were reviewed by Mr. Clarke at the convention of the National Wool Growers Association in Salt Lake last January and his paper was later published in the March issue of the National Wool Grower. In addition to being a top-ranking wool grower, Mr. Clarke is also president of the California Wool Growers Association.

With the

WOMEN'S AUXILIARIES

Salt Lake's Radio Program

THE radio series sponsored by the Salt Lake Auxiliary, got into swing October 27. The Radio Committee is now preparing the second in the series of broadcasts to be presented over radio station KUTA, November 11, at 9:00 A.M., M.S.T. We have received so many favorable comments on our first program that we are going to give you the text of it here, in the hope that other chapters of the auxiliary may receive inspiration and suggestions for similar attempts. Outside of the music, the complete text of the program is as follows:

ANNOUNCER: At this time we bring you the program of the Salt Lake Auxiliary to the Utah Wool Growers Association; and now we give you, Mrs. Emory Smith, mistress of ceremonies, who will present the program to follow.

MISTRESS OF CEREMONIES: Good morning, ladies! This morning's program is the first of a series in which we hope to put more wool in your wardrobe and more lamb on your table. Through the courtesy of the management of station KUTA this time is made available to us and we shall endeavor to fill the minutes we are with you with helpful hints and entertainment of the highest kind.

Today we have in store, a string trio, the newest in news from the Fashion Front, and to top it off, the favorite lamb recipe of one of our auxiliary members. But first, I want you to meet our President, Mrs. J. R. Eliason.

PRESIDENT ELIASON: As President of the Salt Lake Auxiliary to the Utah Wool Growers Association, I want to thank the KUTA Broadcasting Company for the privilege of bringing to the radio audience some interesting programs to be sponsored by this organization.

It might be of interest to you people listening in, to know the Salt Lake Auxiliary is only one of many such organizations throughout the western states, using as its object and purpose, to better acquaint ourselves, and the people in the community, with the merits and values of the sheep and wool industry in the United States.

We hope to bring you valued information on the latest fashion hints from the eastern

fashion centers. Also, with tested recipes tell you how you might use lamb for your balanced diet. Our motto is: "Eat lamb, it's delicious and nutritious. Wear wool and be smartly dressed."

MISTRESS OF CEREMONIES: Our trio, Mrs. Blanche Kearns, Mrs. Reva Pugmire, and Mrs. Veda Wooley, will now take over, playing "One Fleeting Hour."

(String trio's rendition of "One Fleeting Hour.")

MISTRESS OF CEREMONIES: With school-days here again, we have Mrs. J. Ruben Larsen to take you behind the scenes, with "Wool Goes to College."

MRS. LARSEN: Each decade of fashion has its own personality. This season's allure is one of poise, stateliness and yet is excitingly feminine. The college girl must grasp a woman's opportunity to express herself in clothes that will do justice to her and her social activities. There is youth in the clothes of today—with the nipped-in waist, skating skirts and tipped shoulders.

This is a year for color and never has there been such elegance and sheerness of woolen fabric and such an array of color as is found on the market today. All will fulfill your secret wish to look young, pretty, and snappy when you dress up to go to college.

Every college girl loves to have lots of jackets, skirts, sweaters, blouses, and scarfs that can be scrambled into any number of different costumes. Every manufacturer has outdone himself this year in thinking up new styling devices. The suit of novelty striped wool for the skirt and solid color for the top, with striped trimming details, is very smart.

The college indispensable is the three-piece-suit. It is both a requirement and an elective in every college course. Types range from slimly fitted models, to loose swing backs, with special emphasis on the straight, boxy silhouette. Flat, lustrous fleeces are liked, in both plain and patterned versions.

Many fitted reefers will go back to college this year—chosen because of their trim lines and the variety they offer as a change from the ever-popular loose, boxy swaggers. With or without a matching skirt—nicely tailored or fur-trimmed—this coat will make an impression on any campus.

Material for this department should be sent to the National Press Correspondent, Mrs. Emory C. Smith, 1636 Princeton Avenue, Salt Lake City, Utah.

Then there is the nubby monotone tweed, with full dolman sleeves extending into a tight cuff. High turn-over collar, with leather belt and hankie to match. No need to tell you how important the untrimmed sportscoat is. Tweeds were never more beautiful and the coat designs do much to bring out the luxurious appearance of these new wools. The new American-made wool coatings are particularly lovely, both in fabric and color, and figure prominently in back-to-college wardrobes. Every school girl wants a camel's hair coat, with unusual wearing features. Then there's the whole college wardrobe complete in one. A jacket and skirt in multi-colored striped wool, with a silk crepe blouse and skirt. Plaids, checks, and stripes, are all very much in the fashion pictures, especially so for campus wear. Not only in dresses, but in coats and suits, the colorful plaid idea persists.

Then there are the cunning knit boleros, luscious wool and angora mixtures, in a range of colors. For evening or sports—a perfect college item. Then there is wool underwear for every sort of college use to wear to class under short swirling skirts, for jaunts off-campus, for bicycling, for hiking, for winter sports. School girls love the wool robes, pajamas for lounging and to study in. They give warmth and comfort. A college girl's wardrobe is not complete without wool and wool completes her wardrobe.

MISTRESS OF CEREMONIES: Toscelli's "Serenade" is the title of our trio's next offering.

(The string trio played "Serenade.")

MISTRESS OF CEREMONIES: A lowly dish of our ranges has been taken by one of our members, treated to her own special touch, and transformed into a feast for your family—or a dish you need not fear to serve your bridge club. We take pleasure in presenting Mrs. David Smith, who will tell you just what steps she takes in making her delicious Lamb Stew:

MRS. SMITH: There are many ways of using left-over roast lamb. This one is my favorite. To three cups of water, add $\frac{1}{8}$ pound of butter, 1 cup minced onion, 2 tablespoons green or red sweet peppers, $\frac{1}{2}$ teaspoon salt, 2 teaspoons sugar, 1 teaspoon chili powder. Bring to a boil and let simmer fifteen minutes. Add 3 cups diced roast lamb. Simmer one hour. Then add one cup of peas, one can button mushrooms, and a cup of thick left-over brown gravy. If the gravy does not make it thick enough, add flour thickening and let simmer until well flavored.

This lamb stew is good used with rice or macaroni ring or as a filling for patty shells. It may be interesting to know this stew will have a different flavor if the directions are followed instead of putting all ingredients together and then cooking.

MISTRESS OF CEREMONIES: Those of you who did not get this recipe and wish to receive a copy, just drop a postcard to the Salt Lake Wool Growers Auxiliary in care of station KUTA, and a copy will be mailed you.

And now it is time to say good-bye, but won't you listen for our next program, two weeks from today? Thank you, and good-bye!

For our next program we are going to strive to keep up the high standard set in the beginning. Good music will have an important place and again we will bring one of the members of the Salt Lake Auxiliary with a tested lamb recipe. A dramatization enacted by three or four wool grower ladies, will be used to bring before the public, National Wool Week, which begins November 12. We invite all who can, to tune in on these semi-monthly broadcasts sponsored and produced by the Salt Lake Auxiliary.

Oregon Activities

Morrow County

LUCAS Place was the scene of the Morrow County Chapter's October meeting, with luncheon places laid for seventeen.

An interesting letter from Mrs. Ralph I. Thompson, president of Oregon Wool Growers Auxiliary, was read. Mrs. Thompson, with Mrs. J. O. Rasmus, was attending the Pacific International Exposition at Portland where they have a loom with weaver from Oswego in their display. Mrs. Thompson told of some of her experiences at the state fair at Salem, stating, in part, "We furnished material to the Marshall-Well stove demonstration—they gave 'Lamb' a big talk several times a day over the loud speaker at their expense. Our display really looked very nice; we had a black silk curtain for a background and a row of sheep across the top. The Echo hooked rugs were hung against the curtain and they also sent an afghan, a blouse and some ornaments. The Malheur County Chapter sent some hand-spun yarn, some knitted dresses and a picture of a black-

faced sheep that was most outstanding. A girl from the Umatilla County won second on her suit."

Mrs. Charles Cox was in charge of sending the woolen garments to the state fair. Mrs. Harold Cohn, Morrow County president, and Mrs. Lucy E. Rodgers presented the petition to County Judge Bert Johnson in regard to a 4-H club pavilion and arena for livestock.

Mrs. W. P. Mahoney, national president, also talked to the meeting on financial affairs of the auxiliary.

The annual woolen display is to be in a local window the first part of November.

It was decided to entertain the West End Umatilla Chapter with a luncheon and cards at The Lucas Place, Tuesday, October 18.

Josephine Mahoney, Secretary

Malheur County

THE Malheur County Chapter of the Oregon Wool Growers met at the home of Mrs. Barney Lynkas on September 13, 1938, with Mrs. Fred Trenkel presiding. Twenty members and guests were in attendance.

Election of officers was held with all officers being reelected.

A style show and a silver tea are to be planned for the near future.

The auxiliary sponsored a booth at the county fair and had a float in the parade.

The next meeting is to be held at the home of Mrs. Jess Adrian.

Mrs. M. M. Joyce, Cor. Secretary

Wool Promotion Week

THE week of November 12th to the 19th has been designated as Wool Promotion Week. Mrs. H. S. Erickson, as chairman of the Promotion Committee of the Auxiliary to the National Wool Growers Association, with Mrs. M. A. Smith and Mrs. Alex Crystal, have been actively engaged in making preparations to publicize the extensive ways that wool can be utilized.

Mrs. P. J. Quealy of Kemmerer, Wyoming, advises that she is doing everything she can to make the public wool conscious in her state.

Mrs. H. S. Erickson, Chairman
National Wool Promotion Committee

Wool Growers Auxiliary Annual Bridge Luncheon

THE Ladies Auxiliary to the Utah Wool Growers Association held a very successful bridge luncheon at the Ladies Literary Club, October 15.

Mrs. J. H. Manderfield was in charge of arrangements, assisted by an able committee. Music for the afternoon was furnished by Mrs. E. Jay Kearns, Mrs. Lionel Pugmire and Mrs. Rene B. Woolley.

Monthly Meeting of Salt Lake Auxiliary

THE Salt Lake Auxiliary held its October meeting at the Civic Center, October 10, preceded by a buffet luncheon served to twenty-two members.

The business of the day consisted in reading and acting on various letters with reference to cooperating with local 4-H girls in sending woolen garments to the 17th National Boys and Girls Club Congress; a party for underprivileged children at Christmas time sponsored by the Salt Lake District of Utah Federated Women's Clubs; an invitation from Miss Grace Johnson to hear a book review of her novel, Colter's Hell; and an invitation from the Cloverleaf Dairy to make an inspection of their dairy plant. Mrs. Eliason presented the Year Book to the members with a word of thanks to those responsible for its compilation.

Current events were given by Mrs. H. H. Stevens, the highlight being the effect of war on the price of wool.

A report on the Salt Lake Council of Women was given by Mrs. William Oswald, and Mrs. Sylvester Broadbent gave a report of the Salt Lake District meeting. These reports were well received.

The program for the afternoon consisted of music furnished by Mr. Coad Shaw, who sang two numbers, accompanied on the piano by his mother, and a most interesting travelogue of a Mediterranean cruise illustrated by colored movie pictures taken of the trip, given by Mrs. Verner Hewlett.

Josephine Smith, Secretary

THE LAMB MARKETS

Chicago

IRREFRAGABLE proof that ovine product is going into consumption, at a price, the moment it is ready is the fact that on every short run, when killers are under the necessity of buying for numbers to take care of their trade, a 50-cent advance is possible. From the low point in September to the peak of the October rise, the market gained \$1.50 per hundred on the bulk; top lambs went from \$7.85 to \$9.10 and as the range movement subsided, killers threw away their slapjack.

Telling the story briefly, fat lambs gained about \$1.50 per hundred; sheep 50 cents; yearlings 50 to 75 cents and feeders about \$1. Toward the end of October a break in hogs filled the consumer platter with pork chops at 25 cents per pound, developing keen competition with lambs. Both live and dressed markets are fluctuating within a narrow range, blowing hot and cold alternately, but that the worst is over is consensus of trade opinion; in fact opinion in processing circles is pronouncedly optimistic. By this time fat range lambs are practically out of circulation, the native crop is whittled down to a fragment and as few western lambs went into cornfields early, "comebacks" are and will be scarce until the main column moves in the direction of the butcher.

Lambs, out of line with the other species, are now on a parity to 75 cents higher compared with hogs and vending on the same basis as a swelling volume of short-fed steers. Owing to belated feed-lot installation, a supply gap is probable this side of mid-January. An October feature was a scramble by feeders to get in out of the wet. Those who bought early showed sound judgment—the eleventh-hour rush developed into a scramble. The obvious result is short winter feeding as, during the nothing-doing period, killers processed an inestimable number of western second cuts, weighing 70 to 75

pounds, that feeders would not seriously consider. Every lamb summarily disposed of in this manner is out of the way, incidentally fortifying the statistical position of the winter crop.

No reliable enumeration of winter supply is possible, as feeders are still on a still hunt. A Shiawassee County, Michigan, feeder, hungry for 10,000 lambs, was handed a tip late in October, phoned down to New Mexico, located 8,000 lambs, which he coveted, only to be told that they had been taken off the market.

Ohio feeders, on strike and fulminating in convention assembled that 7 cents per pound was their limit, laid down, and that they would hibernate through the winter before taking on Texas stock, are now hiking to Fort Worth to find hard picking. Indiana, foresighted, has secured part of its normal quota; southeastern Michigan has more dogs than lambs; Illinois cornfields, full a year ago, boast of only a few thousand, and Iowa has been on a still hunt, Omaha and Denver going on an \$8@8.25 basis. Asking an

Ohio man why he did not try Fort Worth, whence came reports of a \$5@5.25 market, I got this reply: "I tried it and didn't get a lamb." Whatever the trans-Missouri feeding area may do and that is obfuscated, the corn belt will be so far short of its normal quota as to confound the speculative statisticians, whose seasonal emissions on the subject are due, and they may guess right at that.

All this is a snap for Texas, which is now called on to supply the deficiency. Between retention for replacement purposes and processing western lambs short of meat rail weight and finish, the sinister shadow of fall and early winter gluts hanging over the live market has been dispersed. Processors make no bones of the fact that reduced poundage will play into their hands as they have been wrestling with semi-gluts all through the new crop period, encountering sales resistance at every spot in the road and securing clearances by the only possible method, shading prices. They had the benefit of a high hog market all summer, but ran into vicissitude when cheap pork

In October

Comparative Prices Live and Dressed Sheep and Lambs

CHICAGO AVERAGE LIVE LAMB PRICES

Week Ended:	Oct. 29, 1938	Oct. 22, 1938	Oct. 30, 1937
Spring Lambs:			
Choice	\$ 8.66	\$ 8.41	\$ 9.76
Good	8.30	8.08	9.22
Medium	7.26	7.08	8.30
Common	5.86	5.86	7.30
Ewes:			
Good and Choice	3.68	3.28	3.48
Common and Medium	2.75	2.42	2.46

NEW YORK AVERAGE WESTERN DRESSED LAMB PRICES

Spring Lamb:	17.10	16.10	19.50
Choice—38 lbs. down	17.10	16.10	19.50
Good—38 lbs. down	16.40	15.50	18.50
Medium—All weights	14.50	14.00	17.12
Common—All weights	13.50	12.90	15.75

butted in and the proletariat went to it greedily.

Feeder prices took an upswing several laps ahead of the fat lamb market, the two grades selling almost as close together as two coats of paint at one stage; then fat prices moved into higher altitudes. Packers are voluble on the age-old topic: "Look at the money we're losing." Admittedly they have encountered bumps, but, all things considered, they have done a good merchandising job and they have no kick coming with respect to volume. For 12 months past lamb growers and feeders have wallowed in the proverbial peck of trouble; feeders got theirs last winter; growers have fairly reveled in grief since new crop lambs began crowding the market. Between them they have chucked an enormous quan-

tit of cheap meat into the public lap, at least it was cheap on a wholesale quotation basis, which packers consistently play up, ignoring, with deep sagacity, how the housewife or the restaurant diner fared.

A few cracker-jack lamb carcasses going to Long Island nabobs and up-the-Hudson baronial mansions are selling in New York at 18 to 19 cents per pound; the hoi-polloi portion of the crop wholesales at 14 to 17 cents per pound and the segment allotted to what is popularly known as "cheap trade" costs 12 to 13 cents. Mutton, at wholesale, is a 5-to-10-cents-per-pound proposition; the yearling mystery never will be solved as, in accordance with custom, ancient and modern, it goes over the retailer's counter in the guise of lamb—good lamb at that. The Pacific Coast has been a competitor for mutton this year, taking a large percentage of the superannuated females from range flocks, the fleet in those waters victualing on this excellent, but reputation-less food.

That's about all there is to dressed trade. Wholesalers perennially strive to boost prices in this sphere; killers to push the live market a notch or two lower. Both elements are still bucking an invalid pelt market, the lamb buyers' current allowance being \$1.50 per hundred live weight, compared with 75 cents at the low spot and \$2 a year ago when the slump set in. However, pulled wool trade is picking up and the "slat" market is actually vivacious. Whispering in the writer's ear recently, a packer emissary expressed the opinion that the buyers' pelt credit was charting back to \$2.

Everybody knows what happened just a year ago when an incipient meat strike started in New York kosher circles, spreading all over the map as newspapers and radios circulated the bad news. That condition is now exactly in reverse. Packers are optimistic, infecting feeding circles with the same microbe. The writer, declining the role of forecaster, has a hazy theory that the fat lamb market is going on a \$9 to \$10 basis, taking into consideration week-to-week mutations and a dressed trade that is never static. In that event feeders still smart-

ing under last winter's losses will have opportunity to recover part of what got away from them on that occasion at the identical spot where it disappeared then. And they need the money in the worst way to cancel deficiency paper still in bankers' pigeonholes. At current cost of feed, they can put on gains at an approximate cost of 7 cents per pound, which is their salvation. The AAA boys down in Washington came to their assistance by buying a corn speculation corpse, always an expensive sample of mortuary art, by dumping into the cash market the contents of an abnormal granary, although in this instance Uncle Sam paid the morticians' bill. Corn, old and new, slumped to a 33@35-cent basis, which, with a 69-cent dollar, insured the cheapest feed bill since the Big Wind in Iceland.

Taking one thing with another, the October lamb market might have been worse. Opening with an \$8.40 top and a \$7.75@8.25 bulk, it worked by successive stages, with occasional reactions, to \$8.75@9.10, a large proportion of receipts vending in an \$8.25@8.75 range. The high spot was reached during the week ending October 22; the following, and final week giving the buying side an inning. On the last round, \$8.75 took the pick of the crop, the bulk selling in a range of \$8@8.50, which included a raft of indifferent to good natives. Feeders started the month at Chicago at \$6.75@7.50, advancing to \$7.50 to \$8.10. Yearlings were prize packages, earning \$6@7.75, to do substitute duty as lamb at the retailer's counter. A \$3@3.75 ewe market was 50 cents higher, under healthy demand.

Merely as a guess, a million lambs could have been put out on contract; actually only a few thousand were handled that way by speculators who knew their feeders and who got in early. How short the installation is will not be disclosed until the B.A.I. slaughter figure appears, but the lambs on feed are in strong hands—regular operators—as the mob of in-and-outers, responsible for last year's high investment, never butted into the game on this occasion. This will make for orderly marketing, preserve morale

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in feeding circles and operate to the advantage of both major interests, feeders and processors. The line between sufficiency and surplus is always finely drawn; the moment it is crossed, semi-demoralization ensues. The weak sisters, in feeding circles, are the bane of the industry.

November and December are expected to be "good spots" although poultry is a keen competitor of ovine product at that stage, every restaurant waiter and retailer pushing avian product. After the turn of the year, assuming that a bare spot in supply meanwhile is scheduled, the main crop will come along. However, "a good market all winter" is consensus of trade opinion. Feeders will resort to stuffing with cheap feed, creating possibility of a high late winter market.

Demand for breeding stock is insatiable. Yearling ewes, even ewe lambs big enough to be merchandised in yearling guise, full-mouth ewes and old nannies capable of raising another lamb are prize packages. Chicago has not had enough of this stock to justify quotations. Sufficient it is that, despite a bad year in a revenue sense, enthusiasm over wool and mutton production has not waned. The bird dogs of the industry are still propagandizing on the subject. I notice that my friend Jimmy Denning of Idaho, breaking into an Omaha newspaper interview, commends the manner in which corn belt farmers are taking on ewes, fallacious philosophy in my opinion as every female sent from the western breeding grounds means added competition, one to four lambs, on succeeding crops. The sheepman's problem is consumption rather than production. The ewe may be less prolific than the sow, but lamb crops of 100 per cent or more count up.

Feed will be cheap all winter; not only corn but a big oats surplus, worth nothing on a merchandising basis, and an enormous soy bean tonnage, similarly valueless. Stock cattle are high; stock pigs even higher, so that even at \$8, or better, lambs have been acquired "worth the money."

In an ovine trade sense the sun is not shining brightly, but it is out from behind the opaque cloud that concealed it for months past.

J. E. Poole

Kansas City

AMB prices in October averaged higher than in September and closing quotations for October were 25 cents above the September close. However the October average was considerably above the September average. Usually September prices are higher than October prices, but this past month demand from practically all sections, for both killers and feeders, was broad. While the market fluctuated within a 50 to 75-cent range it was not so erratic as in some former months. The extreme top was \$8.65 and the lowest top on any day was \$7.75, with the month's average close to \$8.

September closed and October opened at \$8.15. The first week closed at \$7.90 and the top in the following week went to \$8.25, but on the 17th \$7.75 was the limit. From then on the top price varied from \$7.85 to \$8.65, with the closing top \$8.35. During the month a good many plain to fair lambs found a killer outlet. Range offerings for the most part were in fairly good condition, but native and southwest classes showed the effect of an unusually hot fall.

Fat sheep were in about normal supply. Ewes made up most of the offerings. The better classes sold at \$3 to \$3.50; medium kinds \$2.50 to \$3 and common to medium \$1.75 to \$2.50. Fat yearlings brought \$5.50 to \$7 and they were 40 to 50 cents above the September average. Most offerings were Texas grass-fat yearlings that sold at \$6.25 down.

Prices for feeding lambs advanced steadily during the month. Starting around the \$7 level, there was an advance each week until the \$8 mark was reached. In some cases light lambs sold higher per pound than the heavy lambs in the same bands. The supply was too small to meet demand and towards the close of the month there were a good many unfilled orders on the market.

Indications are that more lambs will be fed this winter than last. However the movement of thin lambs, to date, was not so large as in the same period

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last year, but there will be a relatively heavy distribution to feeding sections during November. Lambs have gone into feed lots at much lower prices per pound than last fall. Feed is much lower and while the fat lamb market this winter will be lower than last winter, feeders have a better chance to make some money. They lost plenty last winter. Winter wheat pasturage will be an important factor with feeders in both Kansas and the Panhandle of Texas. The corn belt has more cheap feed, suitable for handling lambs, than for several years past.

It is the contention of some observers that there will be fewer lambs on feed this winter than last winter. They base their opinion on the fact that lamb slaughter has been unusually large this year, for the ten months about 7 per cent larger than in the same period last year, and that the feeder lamb movement has been about 3 per cent short of last year. Some still contend that the spring lamb crop was not so large as was estimated. The November movement will, to a large degree, determine how much of an increase there will be in feeding operations this winter. Short-fed lambs will be reaching markets before the feeder lamb movement is completed. The earliest lambs into feed lots carried considerable weight and some of them have already been marketed. It will be hard to get a fair appraisal of the actual number of lambs on feed.

Kansas City October receipts were 127,016, compared with 112,043 in October last year. Arrivals in the first ten months this year were 1,319,599, compared with 1,331,426 in the same period last year.

C. M. Pipkin

Omaha

GRADUAL disappearance of range lambs from the receipts and an upward trend as a result of smaller supplies and a healthier wool market were among the features of the October sheep and lamb trade. It was the 'tween season period after the fat westerns were gone and before any large number of comeback corn-fed lambs were available and sellers were able to capitalize on the situation in spite

of a none-too-brisk dressed lamb outlet. Good cattle prices and a relatively higher hog market than had been anticipated also brought some indirect benefit to the lamb trade.

One factor not to be overlooked was the fine weather. It helped the market in two ways, first by holding off the run of fed lambs and also by stimulating the feeder demand. Some reaction to this situation may be anticipated, incidentally, with the arrival of the first stormy, wintry weather, for as soon as cornfield and pasture lambs cease to put on ready gains there is generally a rush to get them in without further feeding. The arrival of these lambs, many of them lacking finish, usually is the signal for some break in prices. Up to the first of this month, quality of the offerings has remained relatively good, because there was little incentive to premature marketing.

Looking farther ahead into the winter, a supporting influence for the next couple of months may be the lateness of the Colorado and Platte Valley lambs in getting into feed lots. Vain efforts to beat down feeder costs retarded purchases, and at the same time made it appear likely that a smaller share than usual of the nation's winter and spring fat lamb supply will be produced in these well-known areas. Furthermore, what lambs are fed there probably will be a little later than usual in starting back to market.

One modifying factor here is the fact that weights at which nearly all the range lambs went on feed this fall were heavier than a year ago. Lambs even as light as 60 to 62 pounds were relatively scarce, while 65 to 70-pound feeders were common. That meant extra flesh which will either shorten the period of fattening, or bring the lambs back at even heavier weights than usual.

Seasonal strength in ewe prices was another feature of the late October trade. So far as killers were concerned, the usual scarcity of ewes at this time of year was accentuated by the fact that corn belt farmers were still taking every ewe that had breeding possibilities. This, plus the known increase in interest in farm flocks under the stimulus of pasture and soil conservation

programs, indicates that native lamb production here in the Middle West next spring may set new records.

Byron Demorest

St. Joseph

RECEIPTS for October were 71,744 compared with 96,240 in September and 68,604 in October last year. Of the month's total 15,629 came from Colorado, 11,771 from Utah, Idaho, and Wyoming, and 13,843 from Texas and New Mexico. The lamb market was uneven during the month and closed strong to 25 cents up. The top on westerns ranged from \$7.60 to \$8.60 with the close quoted \$8.35. The top on natives ranged from \$7.25@8, with the latter price as the closing top. A big part of the Colorado supply came from the West Slope country, and Texas offerings were largely yearlings. Feeding lambs were in good demand, with sales on late days \$7.75@8.10, or fully 50 cents higher than a month ago. Ewes and wether classes closed around 50 cents higher. Best fat ewes sold late from \$3.50 down, Texas clipped yearlings sold up to \$6.10, with two-year-olds at \$5.10, and old wethers quoted \$4@4.25. Demand for breeding ewes was good, with most sales ranging \$4@5, and scattered sales up to \$6 and higher.

H. H. Madden

Denver

COLORADO, New Mexico and Wyoming ranges furnished the bulk of the 631,891 sheep and lambs received on the Denver market in October. Some lambs came from Texas, Arizona, Nevada and Oregon. The receipts showed a decrease of 36,713 under the number received on the Denver market in October, 1937. More lambs were received for sale on the market but there was a noticeable decrease in shipments of feeder lambs going through.

Shipments from Colorado showed a substantial increase in October. Receipts for Wyoming were about the same as a year ago, with some decreases being shown from Arizona, New Mexico, Utah and Idaho. Colorado sent 332,000 sheep and lambs to Denver during the month or 40,000 more than

in October a year ago. Wyoming sent 100,000, New Mexico 102,000 and the other states smaller numbers.

For the 10 months ending with October, the Denver market received a total of 2,860,000 sheep and lambs, an increase of 24,000 over the same period of last year. Of this number, Colorado sent in 1,302,000; Idaho 697,000; California 243,000; Wyoming 193,000; Utah 157,000; Oregon 101,000 and New Mexico 105,500.

Early in October good lambs sold from \$7.75 to \$8.25 with the top at \$8.40 during the second week. Prices fell off later, with \$8 taking the best on the midmonth sessions. Later in the month best lambs sold up to \$8.75 but this price had been changed slightly by the close.

About 400 carloads of feeding lambs sold at Denver in October and many more could have been disposed of. Feeders sold from \$7 to \$7.25. Prices advanced because of light supplies and insistent demand until most feeders were selling at \$8 to \$8.25, with the month's top \$8.35 paid for several carloads.

Northern Colorado feeders bought 178,000 feeder lambs during the month. Nebraska feeders secured 104,000; Kansas 77,000 and other shipments going to Iowa, Missouri, Illinois, Minnesota, Wisconsin, Ohio, Indiana and New York.

Prices for slaughter ewes ranged mostly from \$2.50 to \$3.25 with a top of \$3.50. Yearling ewes brought \$5 to \$5.50. Solid-mouth breeders went from \$4 to \$4.75. Feeder ewes sold from \$2.25 to \$3.25.

Atlantic Coast and interior Iowa packers secured 58,000 fat lambs at Denver during October. For the first 10 months this year these same packers bought 815,000 fat lambs or an increase of nearly 200,000 over the same period of a year ago.

Lamb slaughter at Denver in October was 42,300 head, an increase of 2,000 over the same month last year. For the first 10 months of the year, local slaughterers took 390,000 head, an increase of 16,000 over the same period a year ago.

W. N. Fulton



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FRANKLIN
VACCINES AND SUPPLIES

Since April, domestic mill consumption has increased greatly and the rate of consumption in July and August was higher than a year earlier. It is expected that the recent increase in mill consumption will be maintained during the remainder of this year, but because of the small consumption in the first half of the year, consumption for the entire year 1938 is likely to be smaller than in 1937. With stocks of manufactured goods remaining relatively small and with prospects for an improvement in consumer demand next year, domestic mill consumption of wool in 1939 may exceed that of 1938.

**Mill Consumption of Apparel Wool, Grease Basis, 1925-34
Average, Annual 1935-37,
and January-August, 1936
and 1937**

Period	Consumption Million Pounds
1925-34 average	505
1935	713
1936	618
1937	524
Jan.-Aug. 1937	403
Jan.-Aug., 1938 preliminary	286

Bureau of the Census.

Imports

The small domestic mill consumption of wool in the latter part of 1937 and early months of 1938 was accompanied by a sharp decrease in United States imports. Imports for consumption of apparel wool in the first 8 months of 1938 totaled only 15 million pounds compared with 134 million pounds in the same months of 1937, when imports were relatively large, and an average of about 35 million pounds for those months in the five years 1932-36.

Although mill consumption in the early months of 1939 probably will be larger than a year earlier, imports of apparel wool in the first half of 1939 are expected to be fairly small because of the relatively large stocks of wool on hand in the United States. But imports may be somewhat larger than in 1938.

**International Judges
Announced**

JUDGES in the sheep section of the International Live Stock Exposition, which opens in Chicago on November 26, have recently been announced. E. F. Rinehart of Boise, Idaho, will judge the Ramboüillets and Corriedales; Frank Brown, Jr., of Carlton, Oregon, will place the ribbons on the Hamp-

shires; M. H. Thornton, East Lansing, Michigan, will handle the Suffolk and Shropshire sheep; John Rooth, Aledo, Illinois, Lincolns and Cotswolds; W. J. Hampton, Chicago, Southdowns; Harold Barber, Lexington, Kentucky, Cheviots; P. A. Anderson, St. Paul, Oxfords, and Arthur Danks, Allamuchy, New Jersey, Dorsets.

Sheep carcasses will be judged by M. B. Middaugh of Chicago and B. F. McCarthy of Washington, D. C., while George Myers of Chicago will make the awards in the carlot division.

The judge of the wool show will be J. Wiley Christie of Washington, D. C.

Shropshire Meeting

ALL stockholders of the American Shropshire Registry Association are called to meet at 7:30 o'clock on the evening of November 29 in the offices of the International Live Stock Exposition, Exchange Avenue, Union Stock Yards, Chicago.

Business of the meeting will include amendment of Article III of the Articles of Incorporation of the association for the purpose of increasing the capital stock since the 10,000 shares covering the last increase will very soon have been issued.

A dinner for members of the association and their families in the Exchange Building precedes the meeting. Dinner tickets are free to members and may be secured by writing at once to the association office at Lafayette, Indiana.

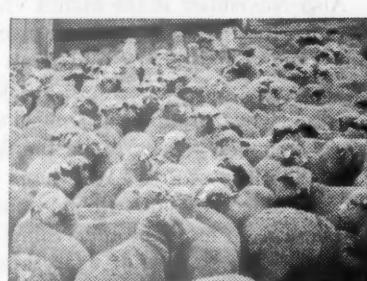
J. M. Wade, Secretary

Cooperatives Favor "One Man-One Vote" Plan

THE "one member-one vote" principle, generally accepted as an ideal basis of voting under most conditions, is used by 86 per cent of all farmers' co-ops in the United States, according to the FCA survey. Ownership of stock or other membership equity determines the voting privilege in 12 per cent of the co-ops, and 125 associations have a setup in which patronage alone, or a combination permitting one vote to each member plus patronage votes, governs the voting.

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Lambs raised on Iodized rations by Sullivan & Voin at Sioux City, Iowa. Photo courtesy of Cudahy Packing Co., Chicago, Ill.

When ewes develop their unborn young, there is an excessive drain on the secretions of the thyroid gland. Then, there is a definite need for Iodized rations. The Iodine helps to build strong, healthy young—to put the proteins and fats to work for maintaining the ewe's body.

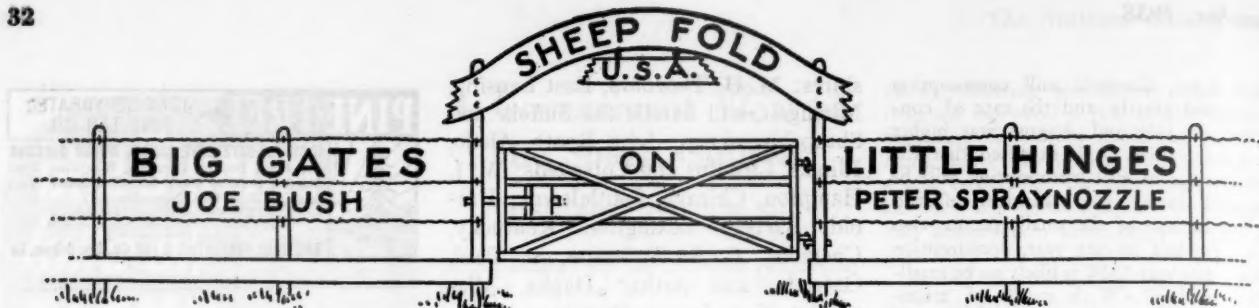
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*Name on request

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NEW YORK CITY



As we write down our page for the November, 1938, number of the National Wool Grower, we are mindful that the year 1938 is drawing to a close, that we are in the month in which we have our state and national election of United States Senators and members of Congress. Joe Bush says he is sure that regardless of what has been said, of the impossible promises that have been made, the judgment of the American people is still safe and sane and the Congress will be an American Congress in all that the name implies.

Also this is the month of the Armistice. To many it is a day of memories. To veterans it's a day of memories of a buddy who went all the way "over" over there. To many of the people who have their homes in what was once "No Man's Land," November 11th is a memory day that gave them back their homes. To the American people it's a day that gave them back their sons.

Also November is the month when we as a people give thanks for the fruits of the harvest on our national Thanksgiving Day. Lamb chops and lamb roast, turkey meat or chicken, veal, pork or beef, we will know the value even if the price is out of line with our income. Joe Bush says there is so much for us to be thankful, grateful for, that the simple little words "We thank thee, Father," reverently and sincerely said will be enough.

There is so much of everything everywhere that every one could have enough of everything, if every one would be satisfied with enough. Some one once said, "When I had no shoes I felt ungrateful until I met a man who had no feet."

Maybe we as a people are ungrateful. We are at peace at home in a land of plenty. No dictator is dividing our land, driving us from our homes. As a people we have in our hands the power of the ballot to use or abuse or neglect to use, according to the dictates of our own consciences.

We as a people can educate our children with the help of the NYA. Get them jobs on the WPA, run our ranches under the supervision of the AAA, retire at 60 with an OAP (old age pension) and still believe in the USA.

Spencer Michael Free writes:

It's the human touch in this world that counts,
The touch of your hand and mine.
That means far more to the fainting heart
Than shelter and bread and wine.
For shelter is gone when the night is o'er
And bread lasts only a day,
But the touch of the hand and the sound of the voice
Sings on in the soul always.

Early in this month of November, there was a house party in one of our Sheepfold homes; the young lady, the daughter of the house was going away to study something special in one of the big specialties schools in the East. At the party her Dad said to me, "Peter, I wish you would write me something that I could give to Peg (that is his nickname for his daughter); something I could give her to sort of remember me by when she is far away in that big school in the East."

All the Sheepfold neighbors know of the happy relation there is in that home between Peg, her father, mother and brother. And we who know Peg know that nothing I could write is needed to keep green Peg's memory of her "home on the range, where seldom is heard a discouraging word, and the skies are not cloudy and gray."

Anyway Peg is going away and to comply with the request of her Dad I did write a little toast to Peg from her Dad. And after the little family dinner was over and the neighbors were leaving for their homes, Peg said, "Peter, I wish you would write that toast in the next issue of the National Wool Grower as a toast from the Dads of the West to their daughters who have grown up in the scattered homes on the western range. And so in this November issue of the National Wool Grower that you will read about Thanksgiving time, I give you as a toast:

DEAR PLAYMATE OF MINE

When I was a playboy, God sent you to me,
Dear little playmate of mine
When I was a playboy it pleased me to know
That you were a playmate of mine.

We've ridden the range, you and I in our play—
From the sage to the big timber line.
In sunshine and storm, from the day you were born
You've been a playmate of mine.

I am your Daddy, dear playmate of mine.
Some day you will leave me alone,
Alone with my memories, my memories of you
When you were a playmate of mine.

Together we've ridden, where the range cattle graze
Through the aisles of the dwarf pinon pine
And I want you should know wherever you go
That I'll miss you, dear playmate of mine.

Und so vid the wish in our hearts that Thanksgiving will be a happy season for all the readers of the National Wool Grower, Joe Bush and me hope to be vid you again when Big Gates Swing on Little Hinges in the Chirstmas number.

Peter Spraynozzle of Sheepfold, U.S.A.

Around the Range Country

(Continued from page 14)

WASHINGTON

Moderate to heavy rains occurred early in the month, with occasional beneficial rains later in the month in most sections. Temperatures have been seasonal, or somewhat above most of the time. Pasturage has been good, and livestock have done well through the month.

Prosser (Benton County)

Weather and feed conditions have been fine all summer and fall; our sheep are still on the Blackfoot Reservation in Montana and doing well (October 23). We do not have any public domain range here, but winter feed will be generally good on all private lands.

Good yearling crossbred ewes have been selling at \$8.50 a head. Ewe lambs for breeding purposes are being kept in about the same number as in 1937.

There will be a small profit on 1938 operations for most sheepmen of this district.

Willis Mercer

IDAHO

Moderately cool weather prevailed, with a few warm sunny periods for vegetation growth. Precipitation occurred generally in beneficial amounts during the first half of the month, and again near the close, affording ample moisture for ranges. Pasturage and ranges are improving slowly, and livestock are reported in good shape for the winter.

Challis (Custer County)

The ranges in this section of Idaho as compared with previous years are much better, due to heavy rainfalls in the lower regions and more favorable climatic conditions. Livestock will go into the winter in excellent condition and should not require the quantities

of forage heretofore used. In my opinion, the same condition prevails on private lands as set forth on the public domain.

Most of the lambs of this part of the state were moved prior to October 1, or contracted prior to that date. Growers received from \$6 to \$6.50 per hundred for wether lambs, and ewe lambs ranged from \$7 to \$7.60 per hundred. Yearling ewes moved at from \$7 to \$8 a head. Growers have kept over about the same number of ewe lambs as compared with last year.

The coyote situation has been most annoying and damaging to the sheep industry. It is my opinion that there are not so many coyotes as in previous years, but that they seem to be of a more vicious disposition. Many kills are reported and particularly in the remote sections, which is probably due to a lack of trapping and activity on the part of the breeders.

From the present outlook, most sheepmen in this part of Idaho will about break even, insofar as operating expenses are concerned. It is possible that some operators will net from \$1 to \$1.50 per head on their sheep; likewise some operators will probably lose



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For history of the breed, list of members, rules, pedigree blanks, etc., address the Secretary.

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from \$1 to \$1.50 per head. Location and set-ups are the governing factors in determining profits for the year.

M. L. Drake

**Shelley
(Bingham County)**

The weather is warm (October 23), but we have had an abundance of moisture and the feed is excellent, about 10 per cent better than for the past three years. Excellent feed is assured on the winter ranges.

The range of prices in contracts on feeder lambs is from 6 to 6½ cents, the former figure for wethers and the latter for mixed ewes and wethers. There have been no sales of fine-wooled ewes of any age, but crossbred lambs are changing hands at 7 cents and yearlings at \$7.50. Fewer ewe lambs are being kept for flock replacements.

The setup for the Taylor grazing districts here is not yet complete, so there is no supervision of the range as yet.

This county has been on the bounty system for years and we feel that is a good method of coyote control, but we want a uniform system set up.

There will be no profits on 1938 sheep operations and many will suffer a loss.

Leonard D. Cox

**American Falls
(Power County)**

Range conditions during the last of October were much better than in the same period in the previous two or three years; the first half of the month was just average. Feed on the winter ranges will be excellent; there is green grass on private range lands now (October 28) with enough growth for stock to eat it.

Yearling ewes are selling at \$7.25 and \$7.50 a head, and the contract price on wether feeder lambs ranges from 6 to 6½ cents. There have been no recent sales of ewe lambs, and only about half the number held back last fall are being retained this year for breeding.

Coyotes are very bad here and I think most sheepmen would like to see uniform state bounty laws enacted.

The administration of the Taylor grazing districts is not entirely satisfactory. It doesn't appear as though the grazing rights are being fairly and evenly apportioned.

It looks as though about 90 per cent of the sheep outfits will sustain a loss this year.

Vern Eames

**Richfield
(Lincoln County)**

Range feed in October was good and since the rains have started the green grass, there is excellent forage available now (November 2). We do not have a winter range here; the sheep are fed hay and I think there is an ample supply this year for the stock in this locality.

There has been no recent activity in feeder lambs around here. Very few ewe lambs are kept in this district for breeding. Some sales of yearling crossbred ewes have been made at \$8 a head.

From all the information I have from other sheepmen and from my own records, I am of the opinion that the sheep business in this section will show a loss for the year.

Coyotes seem to be plentiful. I think they are increasing and probably a uniform bounty, if dependable, might help the situation.

Lewis O. Crowther

MONTANA

The first two weeks were rather cool, with plenty of rain and some snow, while the last week brought lower temperatures again. Winter wheat, pastures and ranges are improving, as a result of ample soil moisture. Livestock are mostly in good shape. Very little feeding has been reported. While some sheep bands were caught in mid-month snowstorms, no losses occurred.

**Harlem
(Blaine County)**

Since September 1 weather and feed conditions on the range have been good, much better than in previous years, and winter range prospects are fine.

Six dollars is the present price on yearling ewes, both crossbreds and

fine-wools, and 7 to 7½ cents is the contract figure on ewe lambs; 6 to 6¼ cents is the range on wether feeder lambs and 6½ to 7 cents on mixed lots. Sheepmen are retaining about 50 per cent more of their ewe lambs for replacements than they did a year ago.

The profit on 1938 operations will be very light.

Thomas E. Buckley

Harlem (Blaine County)

Prospects at present (October 20) are for good winter range feed. The year, as a whole, has not been too good for the industry here and I do not believe many outfits will have much to show for their year's work. One good thing, though, the coyotes are pretty well cleaned out here. Also, the Taylor Grazing Act seems to be working out satisfactorily for us.

It looks as if there will be more ewe lambs held over this year, but some crossbreds are moving at 7 cents and yearling ewes of the same kind are going at \$7. The contract figure on wether lambs is 6½ cents.

Axel Carlson

Niarada (Sanders County)

We have had frequent rains since October 1, sufficient to start fall grass, but freezing nights have retarded the growth somewhat. Conditions are not quite as good as last fall because of this cold weather (October 24). Feed should be plentiful on winter ranges until deep snow comes.

There has been a good demand for ewe lambs this fall; practically all suitable ewe lambs were kept for replacements. Those that were sold brought from \$7 to \$7.50 per hundred-weight. Good young ewes of the cross-bred type are selling for \$6 and upward, while yearlings of that kind are worth from \$7 up, depending on quality.

Due to our location—close to timber country—the coyotes are probably a greater menace than in a strictly prairie country. However, if prices for furs warrant the effort of trappers, their damage will be slight. I believe that a uniform state bounty law would help us considerably.

Sheepmen in Montana probably made no profit this year, except in a very few cases where there has been exceptionally good management and a lot of good luck. The present prices of wool and lambs are just a little below the cost of production.

Tom Case

Lincoln (Lewis and Clark County)

Conditions here are very good (October 28); far ahead, in fact, of those prevailing the last three years. We will have good feed on private lands this winter, but the public domain is only fair. On account of high running expenses, there will only be a very small margin of profit this year.

Feeder lambs of all kinds have been contracted during the month at 6½ cents, while straight ewe lambs have been taken at 7 cents. The prevailing price on yearling ewes of all kinds is \$6.75. I think about 30 per cent more ewe lambs have been kept this fall for breeding purposes than in 1937.

Coyotes are very bad and I am for the bounty 100 per cent.

Angus Cameron

WYOMING

Unseasonably warm weather prevailed, with only brief cool snaps, until the close of the month when cold weather prevailed. Dry weather prevailed most of the month, the first week and the last few days bringing more or less moisture. Livestock water is scarce in eastern sections, and moisture is needed everywhere, though livestock have held up in rather good shape all month.

Evanston (Uinta County)

We have had several fall rains which have helped the range, but as a whole feed conditions are about the same as in the past two or three years. On account of the dry summer, winter range feed will only be fair on the public lands, but it will be quite good on the irrigated lands.

Contract prices on feeder lambs are 6 cents for wethers and 6½ cents for mixed lots. Ewe lambs, crossbreds and

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For History of the Breed, List of Members, Pedigree Blanks, Etc., Address the Secretary.

fine-wools, are being contracted at 6½ cents and some fine-wooled and some crossbred yearlings are moving at \$7 a head. Not so many lambs are being kept by sheepmen for breeding as a year ago.

I do not believe there is a chance for any sheepmen here to make a profit this year.

Ernest George Key

Rock Springs
(Sweetwater County)

Moisture is abundant (October 21) and feed is good. General conditions are better than the previous average.

Transactions in yearling ewes during the past month have been on a \$7.50 basis for both fine-wools and white-faced crossbreds, while 7 cents is the contract figure on ewe lambs. Feeder lambs have been contracted on a basis of 6½ to 6¾ cents for wethers and 7 cents for mixed ewes and wethers. Fifteen per cent more ewe lambs are being held over than in 1937.

Coyotes are quite bad and I favor uniform state bounty laws.

There is too much experimentation and indefiniteness about the regulation of the public domain under the Taylor Act to produce satisfactory results.

Sheepmen will about break even this year.

LaBarge Livestock Co.

**New Bulletin on Wool
Grading and Handling**

WHAT makes good wool, and how to judge its quality, are described in a bulletin on wool grading just issued by the U. S. Department of Agriculture.

The author is James W. Christie of the Bureau of Agricultural Economics.

The importance of the wool-growing industry in this country, especially in the West, is pointed out. Wool producers in the United States number about 472,000, and the sheep population totals 45 million. Wool growing is a large-sized business on many western ranches; some individual growers clip as high as a half a million pounds of wool a year.

The publication describes the various grades of wool and how the fiber of

different sizes and colors is utilized by manufacturers in making different fabrics. Mr. Christie emphasizes that the accurate grading of wool is something that can be learned only from an expert grader and by actual handling of the wool. He points out, however, that it is possible for a grower, by means of the photographs and explanations in this bulletin to gain enough working knowledge of grades so that he will not be at a disadvantage when selling his wool.

The bulletin also suggests ways of handling wool so that its quality will be maintained when the fleece is being sheared and prepared for market.

Copies of Farmers' Bulletin 1805, "Grading Wool," may be obtained upon request to Superintendent of Documents, Government Printing Office, Washington, D. C.

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Statement of the Ownership, Management, Circulation, Etc., Required by Acts of Congress of Aug. 24, 1912, and March 3, 1933

Of The National Wool Grower, published monthly at Salt Lake City, Utah, for October 1, 1938.

State of Utah
County of Salt Lake } ss.

Before me, a notary public in and for the State and county aforesaid, personally appeared F. R. Marshall, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the National Wool Grower, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, National Wool Growers Assn. Co., 509 McCornick Bldg., Salt Lake City; Editor, F. R. Marshall, 509 McCornick Bldg., Salt Lake City, Utah; Business Manager, F. R. Marshall, 509 McCornick Bldg., Salt Lake City, Utah.

2. That the owner is: National Wool Growers Association, an unincorporated body, 509 McCornick Building, Salt Lake City, Utah (R. C. Rich, of Burley, Idaho, and F. R. Marshall, of Salt Lake City, president and secretary), and thirteen unincorporated state wool growers' associations.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in an other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock bonds, or other securities than as so stated by him.

F. R. MARSHALL

Editor and Business Manager

Sworn to and subscribed before me this 7th day of October, 1938.

Reed H. Richards, Notary Public
(My commission expires June 2, 1939).